

Market Feasibility Analysis
Pines by the Creek Apartments
Newnan, Coweta County, Georgia

Prepared for
The Georgia Department of Community Affairs

July 2006

Table of Contents

I.	Executive Summary	iii
II.	Introduction.....	1
III.	Location and Neighborhood Context.....	3
A.	Project Description.....	3
B.	Shopping.....	15
C.	Medical	15
D.	Schools	16
IV.	Socio-Economic and Demographic Content.....	17
A.	Economic Context.....	19
B.	Growth Trends	26
C.	Demographic Characteristics	29
D.	Income Characteristics	33
V.	Supply Analysis.....	36
A.	Area Housing Stock	36
B.	Rental Market	39
C.	Proposed Developments.....	49
VI.	Findings and Conclusions.....	50
A.	Findings	50
B.	Affordability Analysis.....	54
D.	DCA Demand Calculations	57
E.	DCA Estimates and Capture Rates by Floorplan and Income	60
F.	Project Feasibility.....	60
G.	Absorption Estimate.....	63
	Appendix 1 Underlying Assumptions and Limiting Conditions.....	64
	Appendix 2 Analyst Certification	66
	Appendix 3 Resumes	67
	Appendix 4 DCA Market Study Checklist	69
	Appendix 5 Community Photos and Profiles.....	73

List of Tables

Table 1	Project Specific Rent and Income Limits, Pines by the Creek	2
Table 2	Site Amenities, Pines by the Creek	13
Table 3	Proposed Unit Configuration and Rents	14
Table 4	At Place Employment, Coweta County 1990-2005	19
Table 5	Employment by Sector, Coweta County 2005	21
Table 6	Employment by Sector Change, Coweta County 2001-2005	21
Table 7	Top 10 Employers, Coweta County	22
Table 8	Labor Force and Unemployment Rates, Coweta County	25
Table 9	Trends in Population and Households, PMA and Coweta County	27
Table 10	Coweta County Building Permits, 1990 - 2005	28
Table 11	2000 Age Distribution	30
Table 12	2000 Households by Household Type	31
Table 13	Dwelling Units by Occupancy Status	32
Table 14	2000 Households by Tenure & Age of Householder	33
Table 15	2005 Income Distribution, PMA and Coweta County.	34
Table 16	2005 Income by Tenure, Primary Market Area	35
Table 17	2000 Renter Households by Number of Units.....	36
Table 18	2000 Census Rent Distribution.....	37
Table 19	Year Property Built	38
Table 20	Rental Summary, Surveyed Rental Communities.....	41
Table 21	Common Area Amenities of Surveyed Communities	43
Table 22	Features of Rental Communities in Primary Market Area	45
Table 23	Salient Characteristics, PMA Rental Communities	46
Table 24	Adjusted Rent Comparison, Pines by the Creek.....	47
Table 25	Affordability Analysis for Pines by the Creek	56
Table 26	Cost Burdened and Substandard Calculation	58
Table 27	Overall Demand Estimates.....	58
Table 28	Recent and Pipeline Units	58
Table 29	Detailed Gross Demand Estimates.....	59
Table 30	Demand Estimates and Capture Rates by Floorplan and Income Level	60

List of Figures

Figure 1	Site Location Photos	4
Figure 2	Surrounding Land Use Photos	7
Figure 3	Satellite Image of Subject Property	11
Figure 4	Range of Net Rents.....	48
Figure 5	Product Position, Pines by the Creek	62

List of Maps

Map 1	Site Location, Pines by the Creek.....	9
Map 2	Site Amenities, Pines by the Creek	12
Map 3	Primary Market Area	18
Map 4	Major Employers	23
Map 5	Competitive Rental Communities	40

I. Executive Summary

Real Property Research Group, Inc. has been retained by The Georgia Department of Community Affairs (DCA) to conduct a market feasibility analysis of Pines by the Creek Apartments. Pines by the Creek Apartments will be a newly rehabilitated LIHTC rental community consisting of 96 units. Income targeting will include LIHTC units at 30 percent, 50 percent, 60 percent, and market rate.

Field work and data collection was conducted in July 2006. The site, comparables, and market area were visited on July 6, 2006 by Tad Scepaniak, Regional Director. The Executive Summary follows and is based on DCA's market study guidelines.

1. Market Demand and demand trends for the proposed, existing or rehabilitated units given the existing and proposed economic conditions of the area.

- a. Affordability analysis and DCA demand estimates indicate adequate demand to support the proposed units at Pines by the Creek.
- b. Coweta County added jobs each year between 1991 and 2004. Overall, 2004's job base of 29,303 represents an increase of 11,724 or 66 percent over 1990's job base. Through the first three quarters of 2005, Coweta County added an additional 495 jobs.
- c. The unemployment rate in Coweta County has historically been lower to the state figures while following similar trends. The county's unemployment rate was 4.6 percent in 2005.

2. Stabilization projections for the subject property until a sustaining occupancy level of 93% can be achieved for the project. If stabilization projections for the subject differ significantly from historical data, an explanation must be given.

- a. We have estimated that Pines by the Creek Apartments should be able to lease up at a minimum rate of 8 units per month. At this rate, the project would be able achieve 95 percent occupancy within 11-12 months, which does not account for tenant retention. Tenant retention could shorten the absorption period to six months.

- b. We believe that Pines by the Creek apartments should be able to maintain an occupancy level of 93 to 95 percent post renovation, especially given the low proposed rents.

3. Absorption projections for each bedroom category type and for the subject property as a whole.

- a. As noted above, we have estimated that the subject property will lease approximately 8 units per month.
- b. All of the units will be two bedroom units. Absorption by income level is difficult to determine, but we estimate that 50 to 60 percent of prospective tenants will income qualify for the 50 percent and 60 percent AMI units. These units will account for most of the absorption, until filled.

4. Comparable units in the proposed project's primary market area.

- a. Four of the 14 surveyed communities offer LIHTC units. Three of these four communities reported vacancy rates of less than three percent. The fourth community has had occupancy problems, resulting from high rents and increased market rate competition.
- b. Among the 2,329 units surveyed, 110 were reported vacant for an overall vacancy rate of 4.7 percent. Eleven of the 14 surveyed communities reported vacancy rates of seven percent or less.

5. Appropriateness of unit rent, unit mixes, and unit sizes.

- a. The proposed rents at Pines by the Creek are below the average among all surveyed communities and well below well maintained communities.
- b. The market rent for the two bedroom units at Pines by the Creek is \$633. The proposed tax credit rents result in market advantages of 46.5 percent for the 30 percent units, 13.1 percent for the 50 percent units, 11.5 percent for 60 percent units. The proposed market rate rent is 5.2 percent below the estimated market rent.
- c. The proposed rents appear reasonable and appropriate.

6. Appropriateness of interior and physical amenities include appliance package.

- a. The proposed amenities, including appliance package, will be comparable with similarly and higher priced rental communities in the primary market area.
- b. Community amenities will include a playground, community room, swimming pool, fitness center, and a computer room. Most of these amenities will be newly constructed and represent a significant upgrade over existing amenities.
- c. The amenities planned at Pines by the Creek are appropriate given the proposed rents levels and will be competitive within the primary market area.

7. Location and distance of subject property in relationship to local amenities.

- a. Pines by the Creek is located within close proximity to area amenities including shopping, healthcare facilities, and transportation.
- b. The subject property is surrounded by well maintained single-family detached homes of modest value.

8. Correlation of the subject property to the eligible tenant target population through an analysis of capture rates for each target tenant segment. Given the target population, existing market conditions and market capture rates less than 30% of all one and two bedroom units, less than 40% for all three bedroom units, less than 50% for all four bedroom units in the project and less than 30% for the LIHTC units, Market Rate and for the project as a whole.

- a. The calculated capture rates for the proposed units at Pines by the Creek all fall below these thresholds.
- b. The overall capture rates are 8.6 percent for LIHTC units, 2.0 percent for market rate units, and 7.5 percent for all units. Capture rates by floorplan range from 2.0 to 10.2.
- c. The above capture rates do not account for tenant retention. It is likely that Pines by the Creek will retain at least 50 percent of existing tenants, which will reduce the capture rates proportionally.

9. A candid, detailed conclusion about the strength of the market for the project as proposed.

- a. The primary market area is well suited for a rehabilitation project. The subject property is currently 85 percent occupied. The redevelopment of the

community will include restructuring the income targeting to broaden the range of income qualified renter households.

- b. The proposed addition of significant amenities will increase the community's overall appeal in the marketplace.
- c. The proposed product and rents will be competitive in the primary market area. The proposed rents, including even market rate, at Pines by the Creek are below three of four LIHTC communities and all market rate communities in the primary market area. Given the proposed scope of renovation, the proposed rents appear reasonable and achievable.
- d. Based on affordability and demand estimates, sufficient demand exists to support the renovated units at Pines by the Creek.
- e. Vacancy rates are stable with an overall market vacancy of less than 5 percent. Three of four LIHTC communities reported vacancy rates of less than three percent.
- f. We believe the product is properly positioned and will be well received in the primary market area.

10. Summary Table

Unit Size	AMI Target	Units	Total Demand	Supply	Net Demand	Capture Rate	Absorption*	Avg. Market Rent	Proposed Rents
2 Bedroom	30%	10	192	0	192	5.2%	9 Months	\$741	\$339
	50%	42	410	0	410	10.2%	12 Months	\$741	\$550
	60%	24	655	213	442	5.4%	12 Months	\$741	\$560
	Market	20	987	0	987	2.0%	9 Months	\$741	\$600
	2BR Total	96	1,498	213	1,285	7.5%	6-12 Months	\$741	\$541

Proposed Project Capture Rate LIHTC Units	8.6%
Proposed Project Capture Rate Market Rate Units	2.0%
Proposed Project Capture Rate All Units	7.5%
Proposed Project Stabilization Period	11-12 Months

*Absorption period will be dependent on level of tenant retention.

** Absorption period of 11-12 months assumes no tenant retention

II. Introduction

Real Property Research Group, Inc. has been retained by The Georgia Department of Community Affairs (DCA) to conduct a market feasibility analysis of Pines by the Creek Apartments. Pines by the Creek Apartments will be a newly rehabilitated LIHTC rental community consisting of 96 units. The existing rental community is located on the east side of Heery Road in southwest Newnan, Coweta County. The newly renovated rental community will be general occupancy in nature with an emphasis on small to moderately sized family renter households.

All 96 units at Pines by the Creek Apartments will have two bedrooms, one bathroom, and 854 square feet of heated space. The majority (79 percent) of the units will benefit from Low Income Housing Tax Credits targeting households at 30 percent, 50 percent, and 60 percent of the Area Median Incomes.

Pines by the Creek is an existing LIHTC community completed in 1990. All units are presently targeted to renters at or below 60 percent AMI with rents ranging from \$520 to \$540. At the time of our survey, 14 units were reported vacancy for a vacancy rate of 15 percent.

HUD has computed a 2006 median household income of \$68,100 for the Atlanta MSA, in which the subject site is located. Based on that median income adjusted for household size, the maximum income limit and minimum income requirement is computed for each floorplan in Table 1. The minimum income limit is calculated assuming 35% of income is spent on total housing cost (rent plus utilities). The maximum allowable income and corresponding rents are calculated assuming 1.5 persons per bedroom, rounded up to the nearest whole number per DCA's requirements.

This analysis takes into account pertinent trends in housing supply and demand in a distinct market area delineated with respect to the subject site. Conclusions are drawn on the appropriateness of the proposed rents and projected length of initial absorption.

Table 1 Project Specific Rent and Income Limits, Pines by the Creek

Unit Type	AMI %	# Units	# Bed	Planned Net Rent	Utility Allowance	Planned Gross Rent	Maximum Gross Rent	Maximum Income	Minimum Income
LIHTC	30%	10	2	\$339	\$141	\$480	\$481	\$19,230	\$16,457
LIHTC	50%	42	2	\$550	\$141	\$691	\$801	\$32,050	\$23,691
LIHTC	60%	24	2	\$560	\$141	\$701	\$962	\$38,460	\$24,034
Market	80%	20	2	\$600	\$141	\$741	\$1,282	\$51,280	\$25,406

The report is divided into six sections. Following the executive summary and this introduction, Section 3 provides a project description and an analysis of local neighborhood characteristics. Section 4 examines the socio-economic and demographic characteristics of the delineated market area. Section 5 presents a discussion of the competitive residential environment. Section 6 discusses conclusions reached from the analysis and estimates the demand for the project using growth projections and income distributions.

The conclusions reached in a market study are inherently subjective and should not be relied upon as a determinative predictor of results that will actually occur in the marketplace. There can be no assurance that the estimates made or assumptions employed in preparing this report will in fact be realized or that other methods or assumptions might not be appropriate. The conclusions expressed in this report are as of the date of this report, and an analysis conducted as of another date may require different conclusions. The actual results achieved will depend on a variety of factors including the performance of management, the impact of changes in general and local economic conditions and the absence of material changes in the regulatory or competitive environment. Reference is made to the statement of Underlying Assumptions and Limiting Conditions attached as Appendix I and incorporated in this report.

III. Location and Neighborhood Context

A. Project Description

Pines by the Creek Apartments is located in southwest Newnan, Coweta County on the edge of more densely developed portions of the city. The subject property is located on the east side of Heery Road less than one mile south of Franklin Road and within one mile of United States Highway 27. The existing rental community is bordered to the north by a new single-family neighborhood, to the east by wooded land and single-family homes, to the south by vacant land to be developed into a church, and to the west by Heery Road and single-family homes.

Ingress and egress to the property is available via an entrance on Heery Road. Access problems are not expected, as traffic on Heery Road is light.

Pines by the Creek Apartments is compatible with surrounding land uses, which are predominately residential. Few multi-family rental communities are located within two miles of the subject property as most are in northern and eastern Newnan. As the proposed development will be a renovation of an existing community, it will not alter the composition of the immediate area.

Pines by the Creek's 96 units are contained within six two-story garden-style buildings. The building exteriors are wood siding with brick accents. The property currently operates as a tax credit community with all units targeting renters at 60 percent of the Area Median Income. Current rents range from \$520 to \$540. The introduction of 30 percent, 50 percent, and market rate units will broaden both the range of rent and the range of qualified incomes. By offering units at multiple price points and income levels, Pines by the Creek will be appealing to a larger percentage of the market area's renter households.

As of our survey, fourteen units were reported vacant, a rate of fifteen percent. Based on the scope of renovation, tenant relocation plan, and wide range of proposed rents, many existing renters are likely to remain post renovation. Units at three income levels increases the percentage of existing tenants likely to remain income qualified.

The scope of work provided by the developer includes:

- “Extensive” interior and exterior repairs and upgrades. Details were not provided, however we assume this includes paint, exterior siding, doors and windows, and flooring.
- New roofs
- New kitchen appliances
- New HVAC systems
- New hot water heaters
- New community building with club room, covered porch, laundry room, computer center, and fitness room.
- A new swimming pool, playground, and picnic pavilion

Figure 1 Site Location Photos



View of existing building.



View of existing buildings.



View of existing buildings.



View of community entrance.

Figure 2 Surrounding Land Use Photos



Single-family detached home on Heery Road.



View of single-family detached home in Belmont Neighborhood to north.



View of church foundation and signage to south of site.

Map 1 Site Location, Pines by the Creek



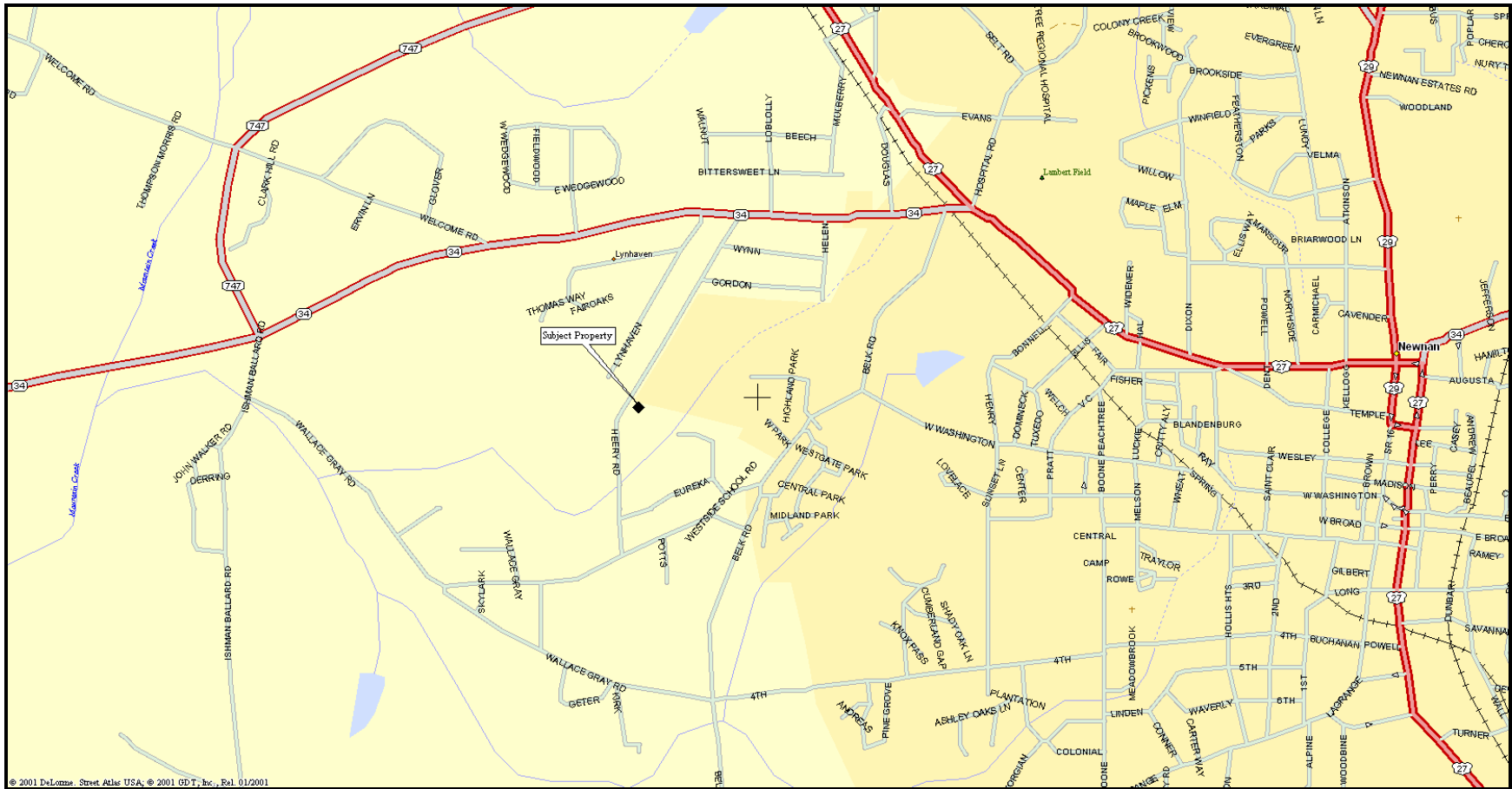


Figure 3 *Satellite Image of Subject Property*



Map 2 Site Amenities, Pines by the Creek

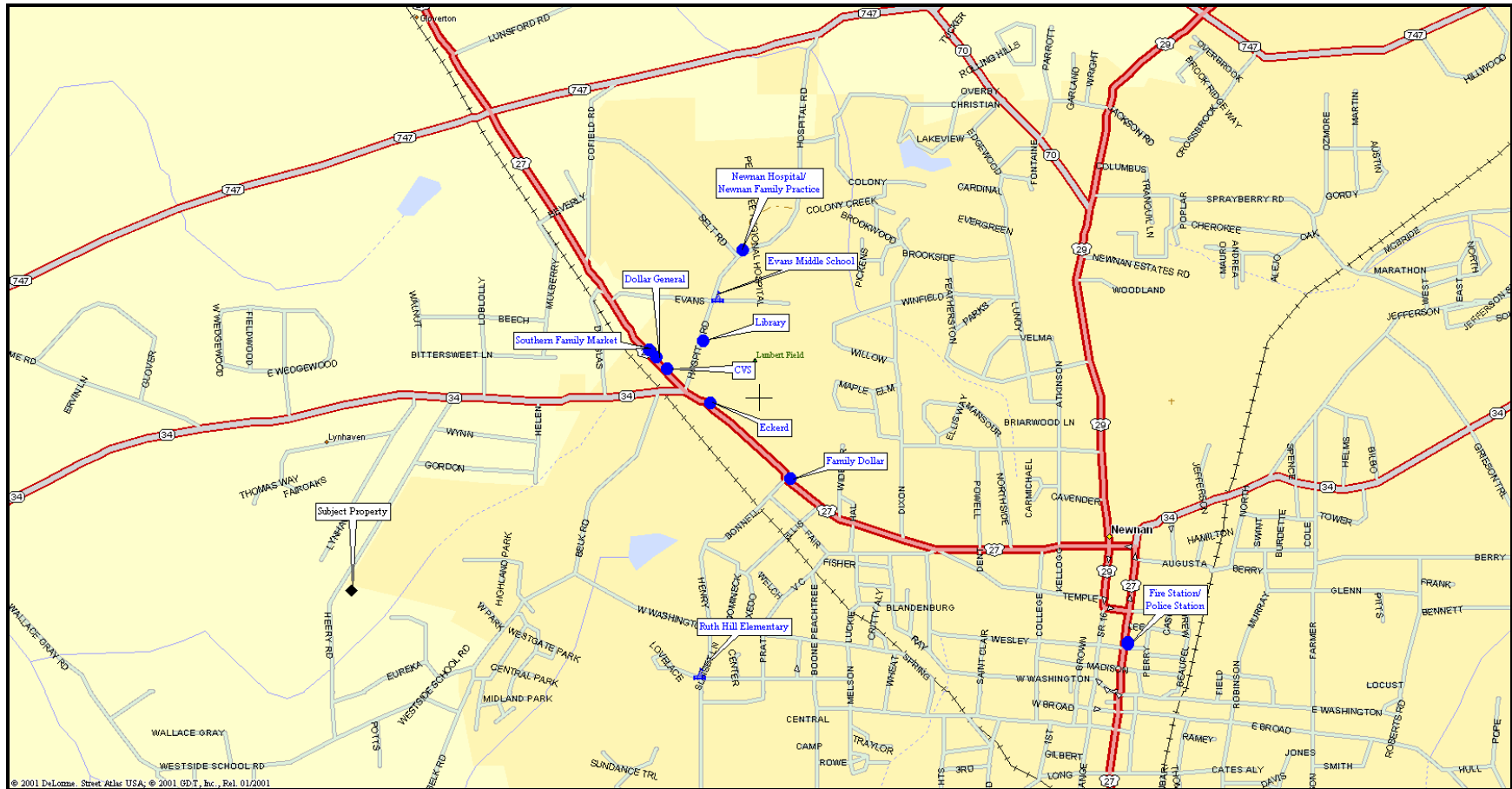


Table 2 Site Amenities, Pines by the Creek

Establishment	Type	Address	Distance
Southern Family Markets	Grocery	249 Temple Avenue	0.9 mile
CVS Pharmacy	Drug Store	239 Temple Avenue	0.9 mile
Eckerd	Drug Store	211 Temple Avenue	0.9 mile
Dollar General	Discount Retail	245 Temple Avenue	0.9 mile
Ruth Hill Elementary School	Public School	57 Sunset Lane	0.9 mile
Newnan Public Library	Public Library	25 Hospital Road	1.0 mile
Family Dollar	Discount Retail	159 Temple Avenue	1.1 miles
Evans Middle School	Public School	41 Evans Drive	1.1 miles
Newnan Family Practice	Medical Office	51 Hospital Road	1.1 miles
Newnan Hospital	Hospital	60 Hospital Road	1.2 miles
Newnan High School	Public School	190 Lagrange Street	1.5 miles
Newnan Fire Station	Fire Station	23 Jefferson Street	1.9 miles
Newnan Police Department	Police Station	25 Jefferson Street	1.9 miles

The newly renovated rental community will feature 96 two bedroom units with one bathroom and 854 square feet. The garden style units are contained within two-story garden buildings with wood siding and brick exteriors.

Each of the newly renovated units at Pines by the Creek will feature:

- Full kitchens including an electric range, a refrigerator with icemaker, a dishwasher, and a garbage disposal.
- Wall to wall carpeting and vinyl flooring.
- Washer and dryer connections.
- A covered entry and patio/balcony.
- An energy efficient electric central heating and air conditioning system.
- Hard-wired smoke detectors and fire suppression systems.

Common area amenities will include a newly constructed community building housing management offices, a community room, a computer center, and a fitness center. Outdoor amenities will include a covered pavilion, barbeque area, playground, and a swimming pool.

The proposed rents and unit configuration is shown below in Table 3. The rents shown will include trash removal.

Table 3 Proposed Unit Configuration and Rents

Unit Type	Building Type	AMI Level	Units	# Bed	# Bath	Average Size	Net Rent	Rent/Sq Ft
LIHTC	Garden	30%	10	2	1	854	\$339	\$0.40
LIHTC	Garden	50%	42	2	1	854	\$550	\$0.64
LIHTC	Garden	60%	24	2	1	854	\$560	\$0.66
Market	Garden	80%	20	2	1	854	\$600	\$0.70
Total/Avg.			96			854	\$541	\$0.63

B. Shopping

The subject property is located approximately 9/10 of a mile southwest of the intersection of Franklin Road and Temple Avenue. Several retailers including Southern Family Markets, Dollar General, Eckerd Drugs, ACE Hardware, and CVS Pharmacy are located near this intersection and within one mile of the subject property.



CVS Pharmacy on Temple Avenue

C. Medical

The largest medical provider in Coweta County is Newnan Hospital, located 1.2 miles north of the subject property. Newnan Hospital is a 143-bed JCAHO-licensed facility, with approximately 140 primary care and specialty physicians.

Several smaller medical clinics are located near Newnan Hospital within one to one and half miles from the subject property. The closest facility, Newnan Family Practice, is located 1.1 miles from the subject property.

D. Schools

The Coweta County School System is comprised of 28 schools serving approximately 19,500 students. The system is experiencing enrollment growth of approximately 4 to 6 percent each year. With the opening of the new Grantville Elementary School in 2004, the Coweta County School System has a total of 17 elementary schools, 1 pre-K school, five middle schools, three high schools, 1 career-based charter school, and an alternative school. The closest schools to the subject property are Ruth Hill Elementary (0.9 mile), Evans Middle School (1.1 miles), and Newnan High School (1.5 miles).



Evans Middle School

IV. Socio-Economic and Demographic Content

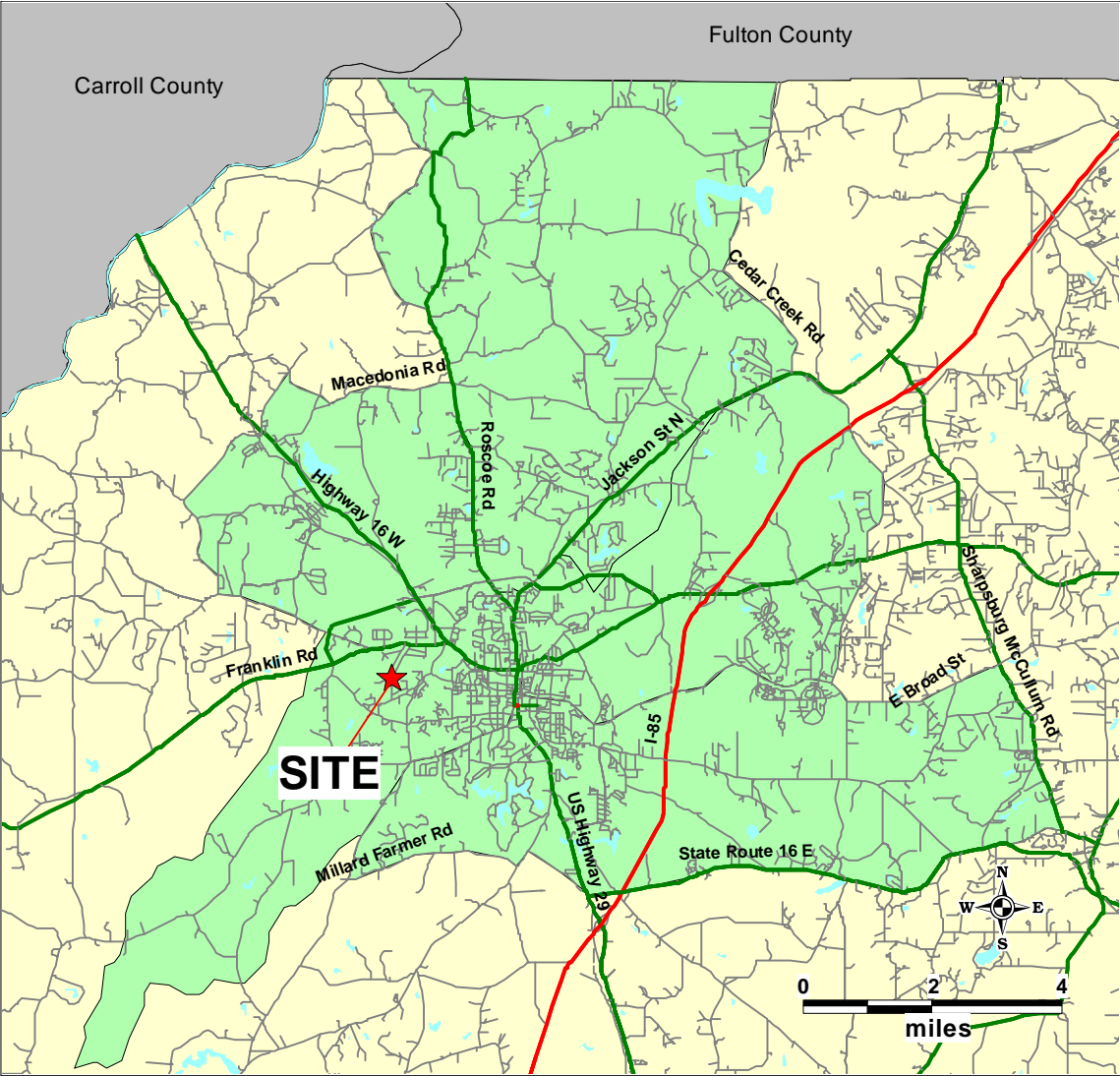
The primary market area for Pines by the Creek Apartments is comprised of the census tracts located in central Coweta County in and around the city Newnan. The approximate boundaries of the primary market area and their approximate distance from the subject property are Fulton County to the north (9.0 miles), United States Highway 154 to the east (6.6 miles), Millard Farmer Road to the south (3.2 miles), and Welcome Sergeant Road to the west (3.1 miles).

Demographic data on Coweta County is included for comparison purposes. Demand estimates will be shown only for the primary market area.

The primary market area includes year 2000 census tracts 1703.01, 1702, 1703.02, 1707, and 1706. A map of this market area is shown on page 18.

According to property managers of exiting rental communities, tenants come predominantly from Newnan. A modest percentage come from beyond Newnan, but not one particular area. Many property managers indicated that the proposed redevelopment will be able to attract tenants from throughout the primary market area. The primary market area's housing stock is comparable with the site's immediate surroundings.

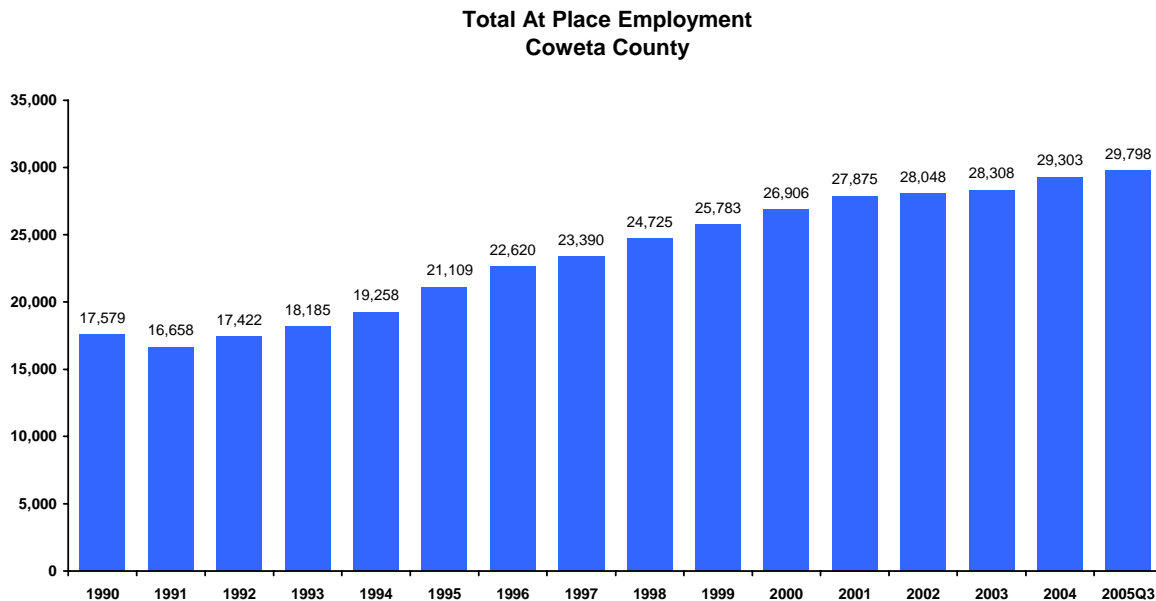
Map 3 Primary Market Area

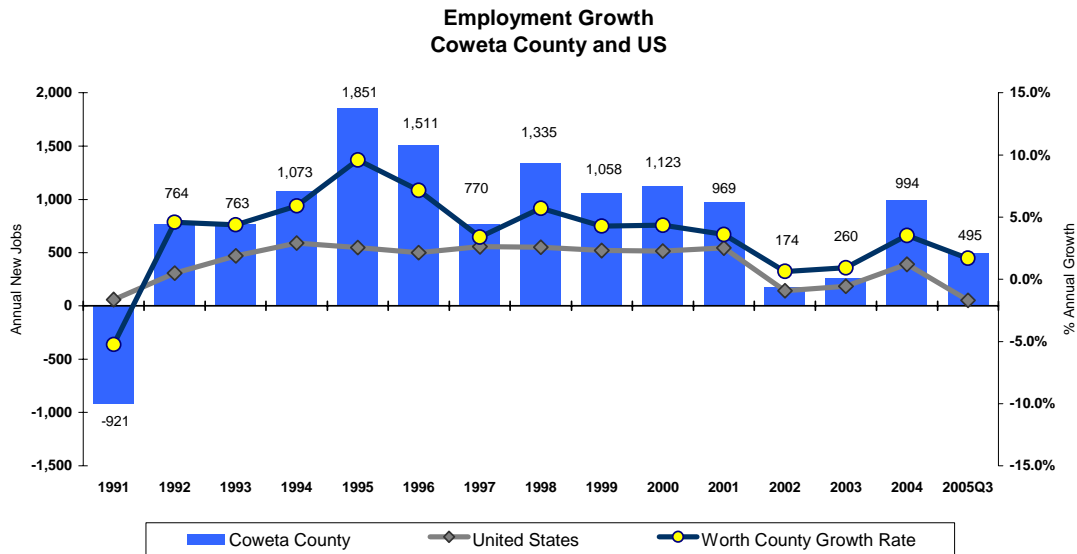


A. Economic Context

Coweta County's at place employment has experienced significant net growth since 1990. After a decline between 1990 and 1991, Coweta County added jobs each year between 1991 and 2004 (Table 4). Overall, 2004's job base of 29,303 represents an increase of 11,724 or 66 percent over 1990's job base. Through the first three quarters of 2005, Coweta County added an additional 495 jobs. On a percentage basis, job growth in Coweta County has been higher than national employment growth since 1991.

Table 4 At Place Employment, Coweta County 1990-2005





The trade-transportation-utilities sector is by far the largest employment sector in the Coweta County economy, employing 22.4 percent of all workers as of the third quarter of 2005 (Table 5). This is followed by the government (16.1 percent), manufacturing (15.1 percent), professional-business, and leisure-hospitality (11.7 percent) sectors. In three of these four largest sectors, the proportion of Coweta County workers exceeds that of the nation as a whole.

Between 2001 and the third quarter of 2005, 10 or 11 employment sectors experienced growth with (Table 6). Five employment sectors experienced annual job growth of five percent, although these includes small to moderate sectors. Larger sectors experienced more modest annual growth rates between one and two percent. Manufacturing was the only sector of Coweta County's to lose jobs, however the rate of loss was lower than national figure.

Table 5 Employment by Sector, Coweta County 2005

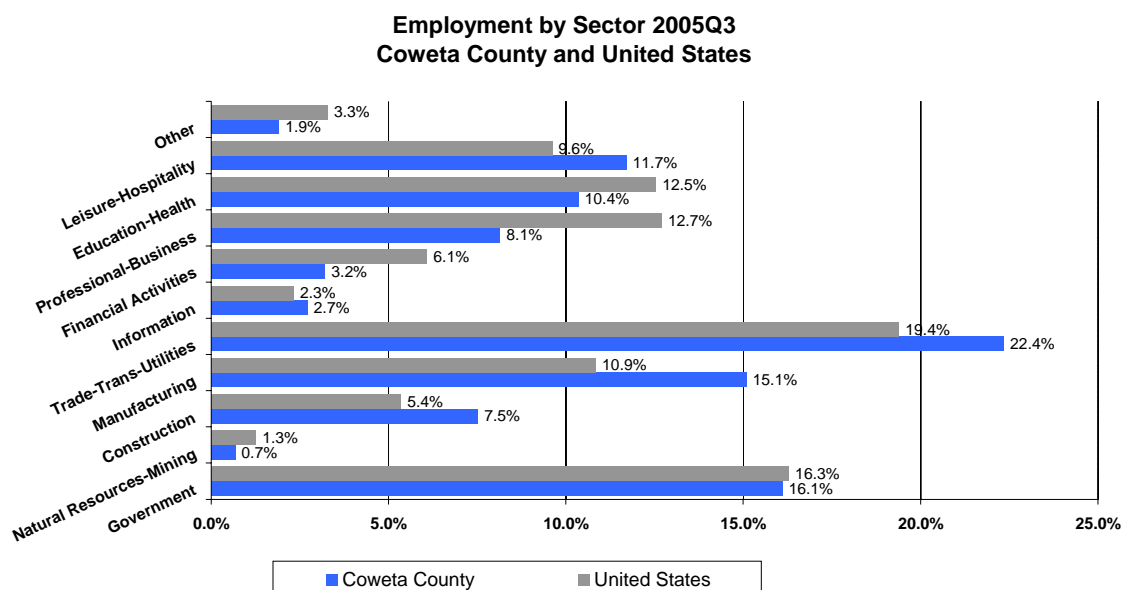
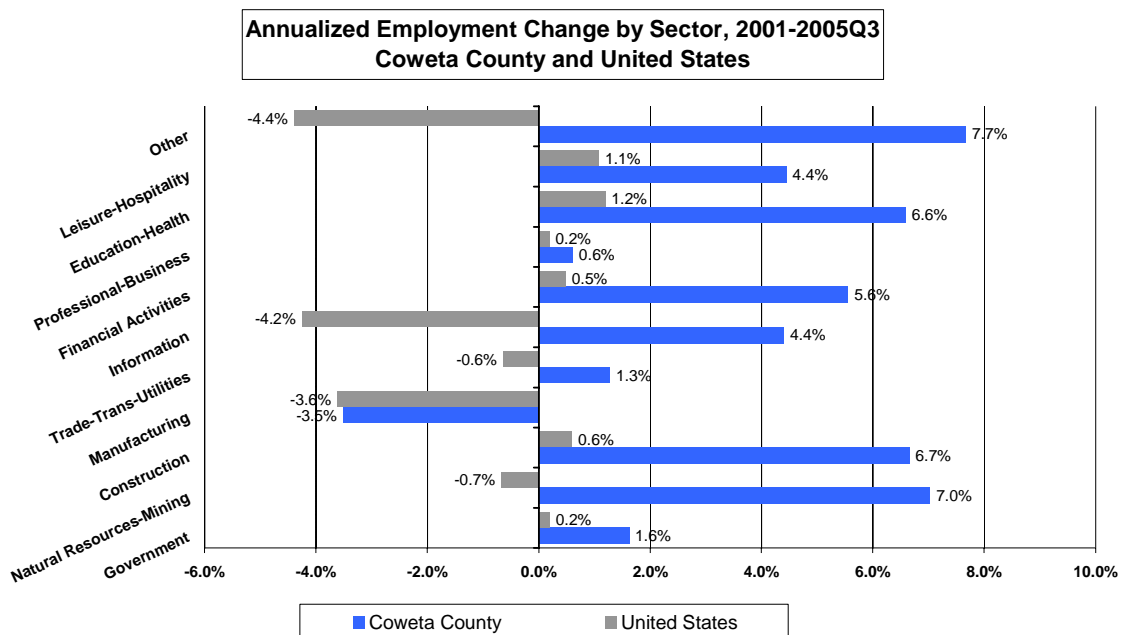


Table 6 Employment by Sector Change, Coweta County 2001-2005



The major employers in Coweta County include a wide range of companies but are dominated by manufacturing and distribution entities (Table 7). In addition to these major employers, employment concentrations near the site include several schools and retail

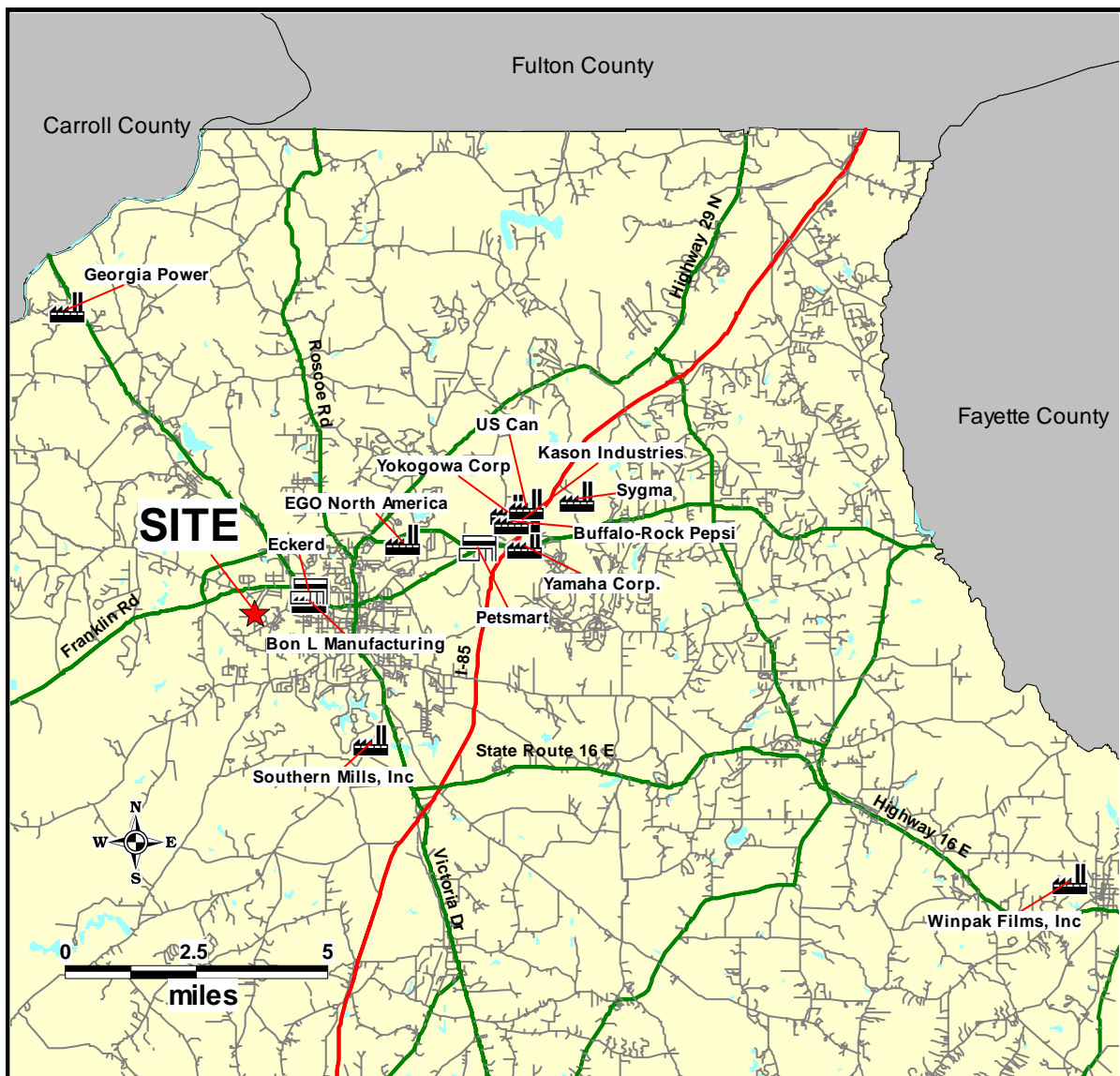
shopping centers. Several employment concentrations are located within five miles of the subject site.

Table 7 Top 10 Employers, Coweta County

Rank	NAME	Employment
1	Yamaha Corp.	1,350
2	Yokogawa Corp.	680
3	BON L Manufacturing Co.	650
4	K-Mart Distribution Center	475
5	Eckerd Drug Distribution	360
6	Cargill Corp.	350
7	Georgia Power Co.	350
8	Southern Mills, Inc.	333
9	Petsmart Distribution Center	280
10	Kason Industries, Inc.	250
11	Buffalo-Rock Pepsi	170
12	EGO North America, Inc.	165
13	Winpak Films, Inc.	165
14	Sygma	150
15	U.S. Can	145

Source: Coweta County Development Authority.

Map 4 Major Employers



The labor force in Coweta County has grown steadily since 1990 experiencing growth each of the past 15 years. The 2005 labor force of 55,705 is more than double the labor force of 27,684 in 1990 (Table 8). Coweta County's labor force increased by an additional 798 people during the first quarter of 2006.

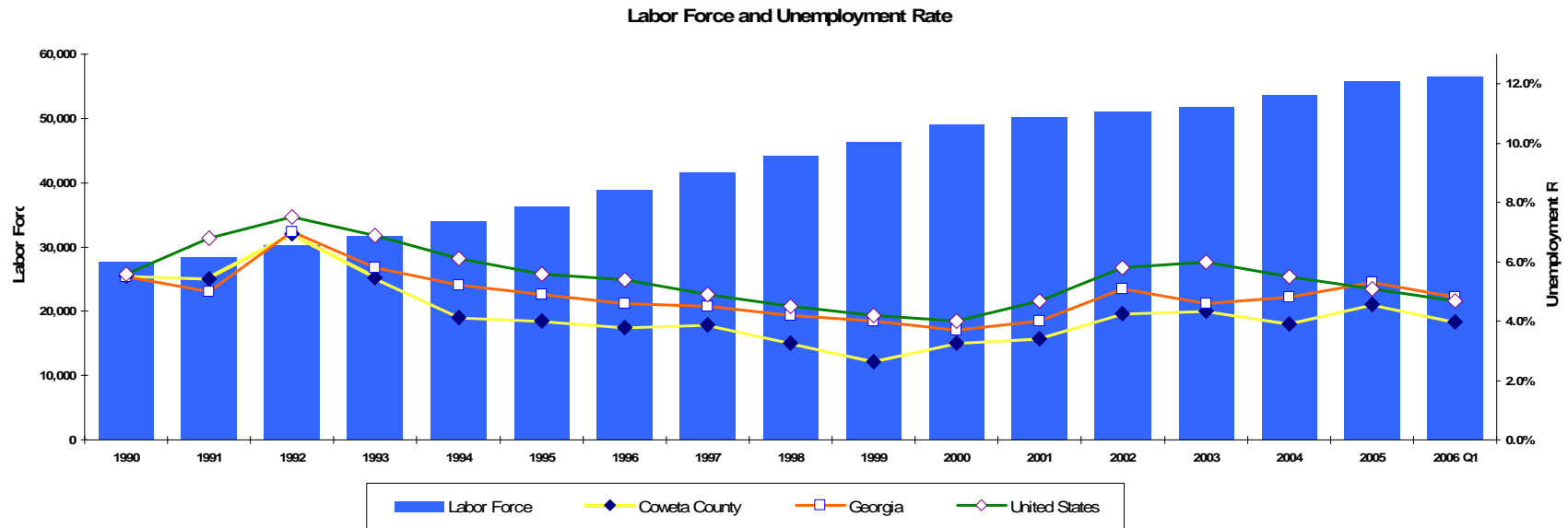
The unemployment rate in Coweta County has historically been lower to the state figures while following similar trends. Over the past year, the county's unemployment rate has remained nearly one percentage point below the state figure. Coweta County's 2005 unemployment rate of 4.6 percent is the county's highest level since 1993. Despite this increase and "high" historical level, Coweta County's unemployment rate remains below five percent and below state and national levels.

While Coweta County has several moderately sized employers, it remains a bedroom community to other metro counties, primarily Fulton County. Through 2005, the number of jobs in Coweta County (29,303) accounted for only 55 percent of the county's employed residents (53,159). Forty-five percent of the county's residents commute to another county for work.

Table 8 Labor Force and Unemployment Rates, Coweta County

	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006 Q1
Labor Force	27,684	28,305	30,170	31,679	33,943	36,263	38,910	41,585	44,147	46,222	48,904	50,218	50,995	51,815	53,754	55,705	56,503
Employment	26,158	26,768	28,069	29,948	32,542	34,808	37,437	39,976	42,705	45,000	47,314	48,501	48,833	49,570	51,660	53,159	54,262
Unemployment	1,526	1,537	2,101	1,731	1,401	1,455	1,473	1,609	1,442	1,222	1,590	1,717	2,162	2,245	2,094	2,546	2,241
Unemployment Rate																	
Coweta County	5.5%	5.4%	7.0%	5.5%	4.1%	4.0%	3.8%	3.9%	3.3%	2.6%	3.3%	3.4%	4.2%	4.3%	3.9%	4.6%	4.0%
Georgia	5.5%	5.0%	7.0%	5.8%	5.2%	4.9%	4.6%	4.5%	4.2%	4.0%	3.7%	4.0%	5.1%	4.6%	4.8%	5.3%	4.8%
United States	5.6%	6.8%	7.5%	6.9%	6.1%	5.6%	5.4%	4.9%	4.5%	4.2%	4.0%	4.7%	5.8%	6.0%	5.5%	5.1%	4.7%

Source: U.S. Department of Labor, Bureau of Labor Statistics.



B. Growth Trends

The population and household statistics for the primary market area and Coweta County are based on the 1990 and 2000 Census counts. Estimates and projections were provided by Claritas, Inc., a national data vendor.

The primary market area's 2000 population represents an increase of 12,726 persons or 43.6 percent from the 1990 Census count. At 65.7 percent, the rate of increase of Coweta County's population has been higher during the same time period. From 2000 to 2005, the total population in the primary market area is estimated to have increased by 10,233 or 24.4 percent. Coweta County's population increased by 19.7 percent or 17,581 people during the same five-year time period.

Based on 1990 and 2000 Census data, the PMA grew by 4,761 households, while Coweta County grew by 12,512 households (Table 9). These changes equate to a 45.6 percent increase in the primary market area and a 66.1 percent increase in Coweta County. The annual compounded rates of household growth were 3.8 percent in the PMA and 5.2 percent in Coweta County.

Estimates show that the PMA's household count increased by 3,799 or 25 percent between 2000 and 2005 compared to an increase of 6,277 households or 20 percent in Coweta County. Annual increases were estimated at 760 households or 4.6 percent in the primary market area and 1,255 households or 3.7 percent in Coweta County. The slower percentage growth in the primary market area is expected, given that includes the established portions of Newnan and Coweta County.

Population and household growth is expected to continue in both the primary market area and Coweta County through 2010. Although the rate of increase is expected to decline, the primary market area is still projected experience annual household growth of 3.8 percent.

Table 9 Trends in Population and Households, PMA and Coweta County

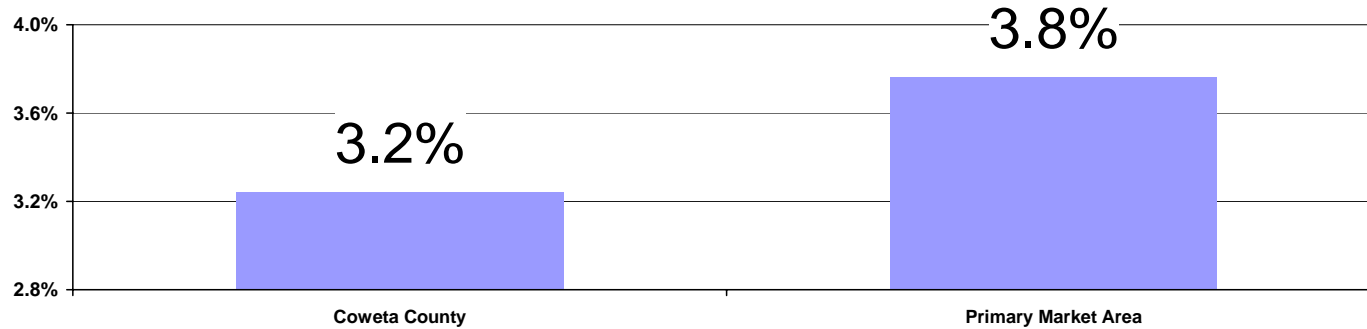
Coweta County					Change 1990 to 2000				Change 2000 to 2005				Change 2005 to 2010			
					Total		Annual		Total		Annual		Total		Annual	
	1990	2000	2005	2010	#	%	#	%	#	%	#	%	#	%	#	%
Population	53,853	89,215	106,796	125,089	35,362	65.7%	3,536	5.2%	17,581	19.7%	3,516	3.7%	18,293	17.1%	3,659	3.2%
Group Quarters	472	787	799	812												
Households	18,930	31,442	37,719	44,246	12,512	66.1%	1,251	5.2%	6,277	20.0%	1,255	3.7%	6,527	17.3%	1,305	3.2%
Average HH Size	2.82	2.81	2.81	2.81												

Primary Market Area					Change 1990 to 2000				Change 2000 to 2005				Change 2005 to 2010			
					Total		Annual		Total		Annual		Total		Annual	
	1990	2000	2005	2010	#	%	#	%	#	%	#	%	#	%	#	%
Population	29,185	41,911	52,144	62,535	12,726	43.6%	1,273	3.7%	10,233	24.4%	2,047	4.5%	10,391	19.9%	2,078	3.7%
Group Quarters	443	772	785	799												
Households	10,433	15,194	18,993	22,848	4,761	45.6%	476	3.8%	3,799	25.0%	760	4.6%	3,855	20.3%	771	3.8%
Average HH Size	2.75	2.71	2.70	2.70												

Note: Annual change is compounded rate.

Source: 1990 and 2000 - 1990 and 2000 Censuses of Population and Housing; Claritas, RPRG Estimates

Annual Household Growth Rate 2005-2010



Local building permit activity is another measure of growth in a geographic area. Permit data reported in the U.S. Census Bureau's C-40 Report indicate continued growth in Coweta County since 1990, with heightened residential building activity since 1999. On the average, 1,531 residential units were granted permits during the 1990 to 2005 period (Table 10). However, in four of past five years, the number was above 1,900.

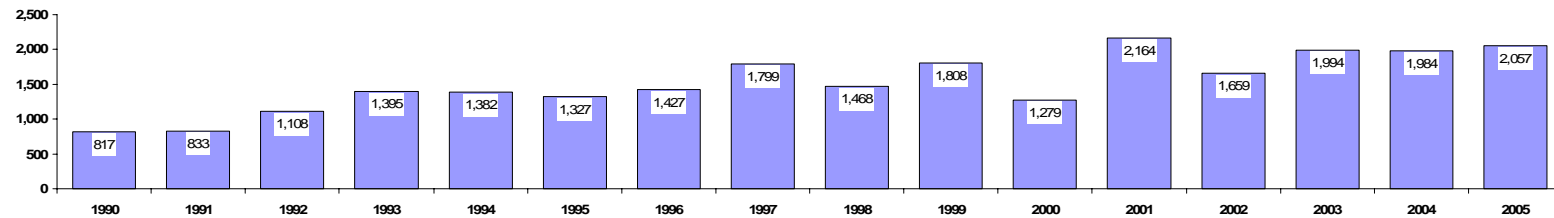
Table 10 Coweta County Building Permits, 1990 - 2005

Coweta County	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	1990-2005	Annual
Single Family	815	833	1,108	1,323	1,377	1,309	1,427	1,371	1,436	1,371	1,240	1,657	1,659	1,730	1,792	2,049	22,497	1,406
Two Family	2	0	0	16	2	2	0	0	16	12	30	6	0	2	0	0	88	6
3 - 4 Family	0	0	0	0	3	8	0	0	0	4	0	12	0	4	0	8	39	2
5 or more Family	0	0	0	56	0	8	0	428	16	421	9	489	0	258	192	0	1,877	117
Total	817	833	1,108	1,395	1,382	1,327	1,427	1,799	1,468	1,808	1,279	2,164	1,659	1,994	1,984	2,057	24,501	1,531

Source: US Census Bureau, C-40 Building Permit Reports.

*2005 total units based on estimates from previous years

**Total Housing Units Permitted
1990 - 2005**



C. Demographic Characteristics

Census data indicates that the primary market area has a heavier concentration of its population in the older age brackets, while Coweta County has a higher percentage of children and young to middle-age adults. The primary market has a higher percentage between 18 and 24 and age 62 and older (Table 11). Coweta County has a higher percentage under the age of 18 and between the ages of 25 and 61.

The primary market area's marriage rate of 53.2 percent is lower than Coweta County's 62.5 percent marriage rate (Table 12). The primary market area also has a lower occurrence of children with 36.2 percent of households having children present, compared to 39.9 percent in the county. Nearly one-third of the PMA households with children present are single parent households, compared to less than one quarter of Coweta County households with children. The primary market area has a higher percentage of non-married families without children and single-person households when compared to the county.

Table 11 2000 Age Distribution

	Coweta County		Primary Market Area	
	Number	Percent	Number	Percent
Under 10 years	14,749	16.5%	6,634	15.8%
10-17 years	10,893	12.2%	4,911	11.7%
18-24 years	6,781	7.6%	3,754	9.0%
25-34 years	14,474	16.2%	6,787	16.2%
35-44 years	15,309	17.2%	6,655	15.9%
45-54 years	11,958	13.4%	5,480	13.1%
55-61 years	5,773	6.5%	2,622	6.3%
62-64 years	1,707	1.9%	830	2.0%
65-69 years	2,402	2.7%	1,231	2.9%
70-74 years	1,954	2.2%	1,021	2.4%
75 and older	3,215	3.6%	1,986	4.7%
TOTAL	89,215	100.0%	41,911	100.0%

Source: U.S. Census of Population and Housing, 2000.

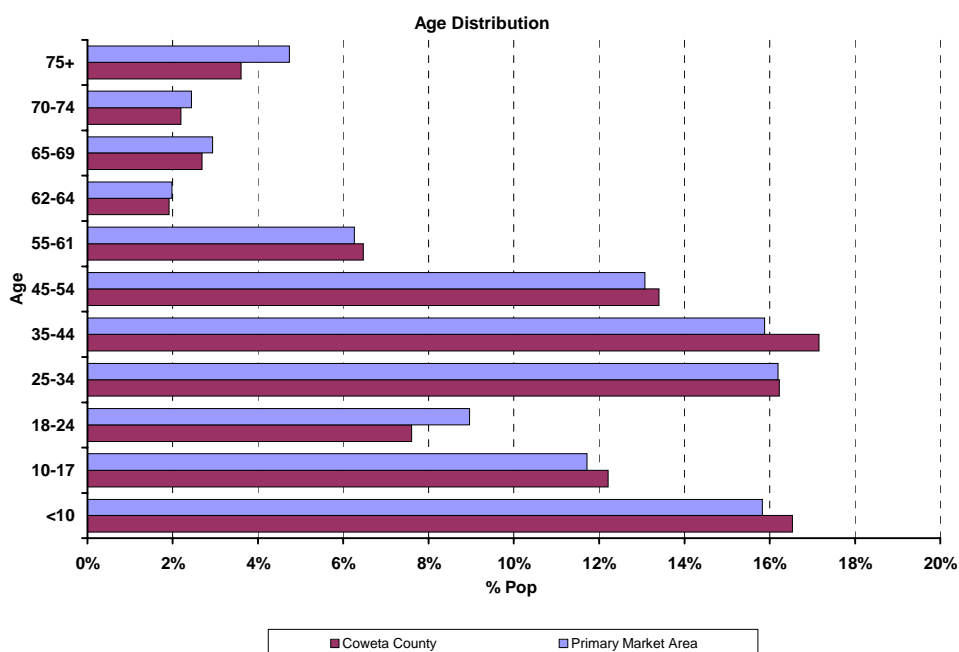
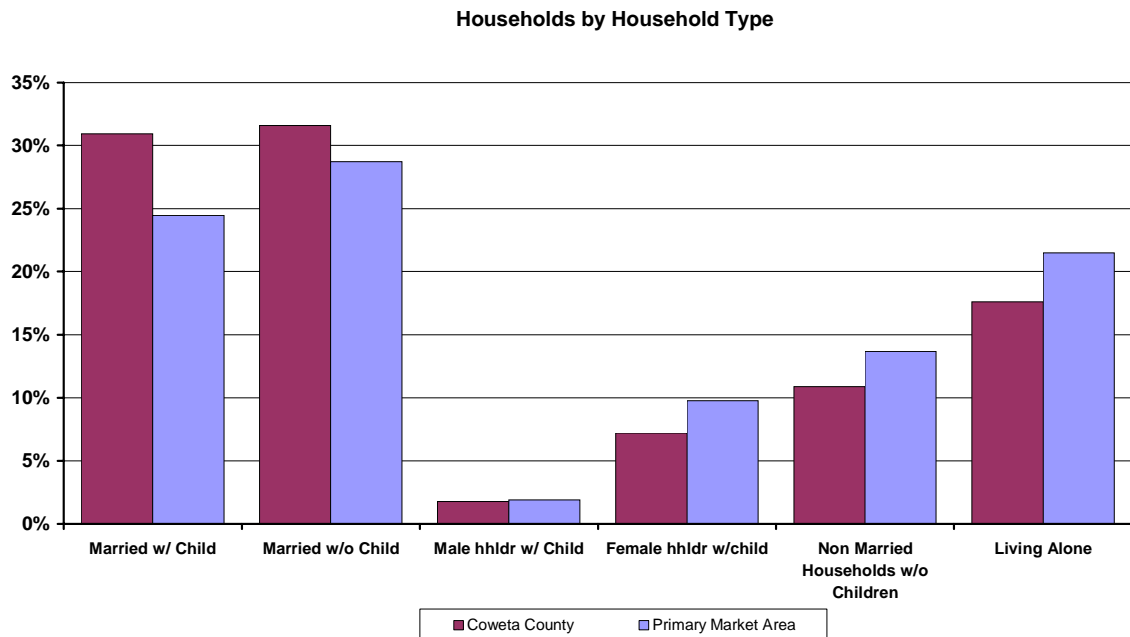


Table 12 2000 Households by Household Type

	Coweta County		Primary Market Area	
	#	%	#	%
Married w/ Child	9,728	30.9%	3,717	24.5%
Married w/o Child	9,928	31.6%	4,363	28.7%
Male hhldr w/ Child	563	1.8%	286	1.9%
Female hhldr w/child	2,268	7.2%	1,483	9.8%
Non Married				
Households w/o	3,420	10.9%	2,079	13.7%
Children				
Living Alone	5,535	17.6%	3,266	21.5%
Total	31,442	100.0%	15,194	100.0%

Source: 2000 Census



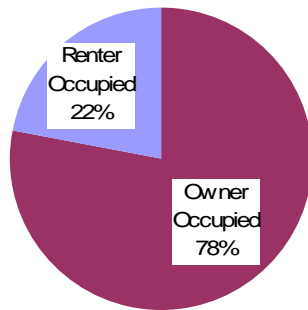
The primary market area has a higher percentage of renter occupied households than does Coweta County. In 2000, 34.6 percent of the householders in the PMA were renters (Table 13). In comparison, 22 percent of Coweta County householders rented. The renter percentage in the Atlanta MSA was 31.5 percent in 2000.

Table 13 Dwelling Units by Occupancy Status

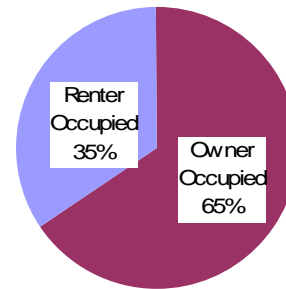
	Coweta County		Primary Market Area	
2000 Households	Number	Percent	Number	Percent
Owner Occupied	24,529	78.0%	9,938	65.4%
Renter Occupied	6,913	22.0%	5,256	34.6%
Total Occupied	31,442	100.0%	15,194	100.0%
Total Vacant	1,740		989	
TOTAL UNITS	33,182		16,183	

Source: U.S. Census of Population and Housing, 2000.

Coweta County



Primary Market Area



Comparing the age of householders shows that primary market area's householders are older than in the county overall, similar to the overall population distribution. The primary market area has a higher percentage of its owner householders in all classifications age 45+. Among renter householders, the primary market area has a higher percentage under the age of 35 years and age 65 and older (Table 14).

Table 14 2000 Households by Tenure & Age of Householder

Owner Households		Coweta County		Primary Market Area	
Age of HHldr	Number	Percent	Number	Percent	
15-24 years	377	1.5%	154	1.5%	
25-34 years	4,595	18.7%	1,623	16.3%	
35-44 years	6,431	26.2%	2,325	23.4%	
45-54 years	5,495	22.4%	2,240	22.5%	
55-64 years	3,777	15.4%	1,582	15.9%	
65-74 years	2,316	9.4%	1,143	11.5%	
75 to 84 years	1,225	5.0%	682	6.9%	
85+ years	313	1.3%	189	1.9%	
Total	24,529	100%	9,938	100%	

Renter Households		Coweta County		Primary Market Area	
Age of HHldr	Number	Percent	Number	Percent	
15-24 years	844	12.2%	682	13.0%	
25-34 years	1,951	28.2%	1,494	28.4%	
35-44 years	1,577	22.8%	1,145	21.8%	
45-54 years	1,062	15.4%	783	14.9%	
55-64 years	634	9.2%	472	9.0%	
65-74 years	388	5.6%	299	5.7%	
75 to 84 years	318	4.6%	266	5.1%	
85+ years	139	2.0%	115	2.2%	
Total	6,913	100%	5,256	100%	

Source: 2000 Census

D. Income Characteristics

Based on Claritas projections, the 2005 median income for all households living in the primary market area was \$53,124, \$6,574 or 11 percent lower than the Coweta County median of \$59,698 (Table 15). The primary market area has a higher percentage of its householders earning less than \$45,000 and above \$150,000. Coweta County has a higher percentage in all income cohorts between \$45,000 and \$150,000.

Based on Claritas income projections, the relationship between owner and renter incomes as recorded in the 2000 Census, the breakdown of tenure, and household estimates, RPRG estimates that the median income of renters in the

primary market area as of 2005 is \$29,889, less than half of the owner household median of \$66,610 (Table 16). Over 50 percent of renter households earn less than \$30,000, compared to only 16 percent of owner households.

Table 15 2005 Income Distribution, PMA and Coweta County.

		Coweta County		Primary Market Area	
		Number	Percent	Number	Percent
less than	\$20,000	5,018	13.3%	3,395	17.9%
	\$20,000				
	\$24,999	1,562	4.1%	984	5.2%
	\$25,000				
	\$29,999	1,640	4.3%	939	4.9%
	\$30,000				
	\$34,999	1,695	4.5%	945	5.0%
	\$35,000				
	\$39,999	1,770	4.7%	908	4.8%
	\$40,000				
	\$44,999	1,657	4.4%	855	4.5%
	\$45,000				
	\$49,999	1,761	4.7%	901	4.7%
	\$50,000				
	\$59,999	3,787	10.0%	1,823	9.6%
	\$60,000				
	\$74,999	5,068	13.4%	2,189	11.5%
	\$75,000				
	\$99,999	5,911	15.7%	2,466	13.0%
	\$100,000				
	\$124,999	3,646	9.7%	1,535	8.1%
	\$125,000				
	\$149,999	1,831	4.9%	784	4.1%
	\$150,000				
	\$199,999	1,197	3.2%	620	3.3%
	\$200,000				
	over	1,176	3.1%	649	3.4%
Total		37,719	100.0%	18,993	100.0%
Median Income		\$59,698		\$53,124	

Source: Claritas, Inc,

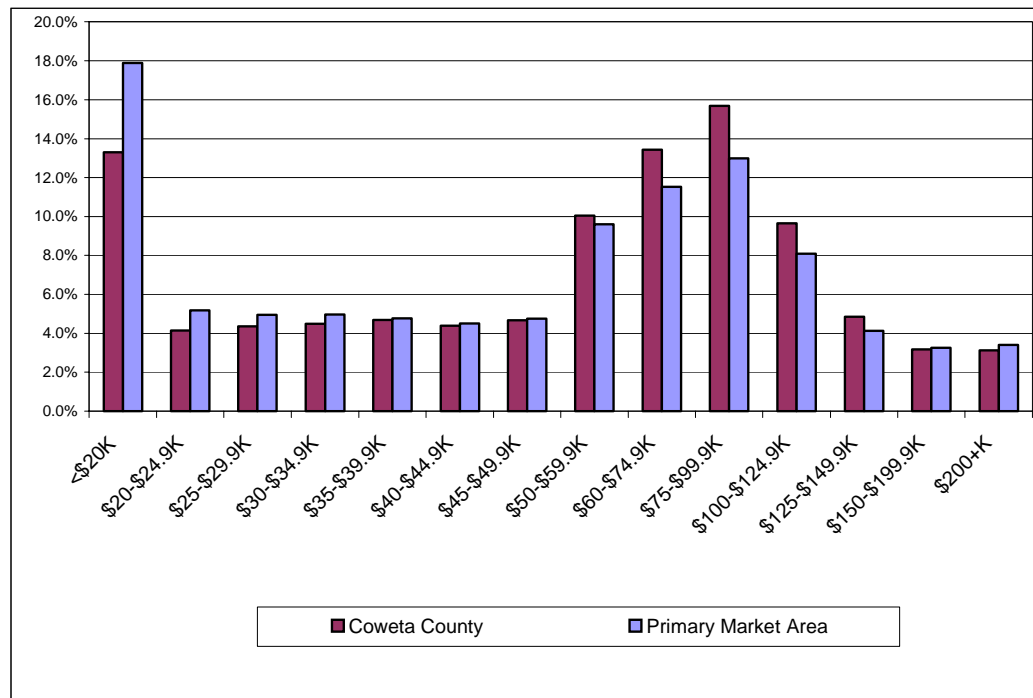
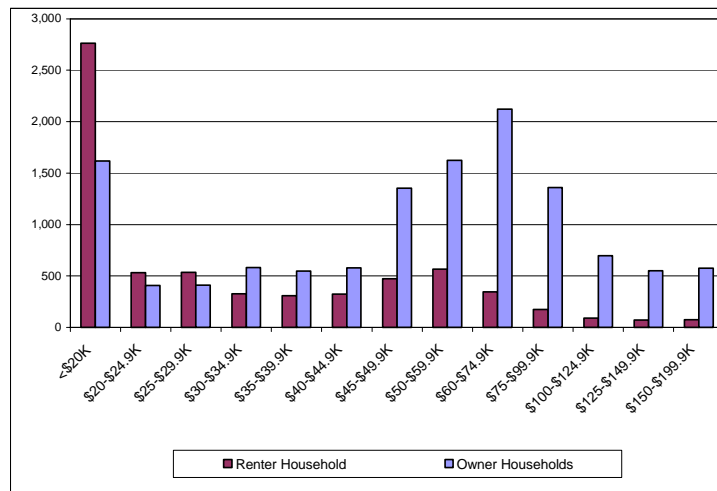


Table 16 2005 Income by Tenure, Primary Market Area

		Renter Household		Owner Households	
		<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
less than	\$25,000	2,761	42.0%	1,618	13.0%
	\$25,000 \$29,999	531	8.1%	408	3.3%
	\$30,000 \$34,999	534	8.1%	411	3.3%
	\$35,000 \$39,999	326	5.0%	582	4.7%
	\$40,000 \$44,999	307	4.7%	548	4.4%
	\$45,000 \$49,999	324	4.9%	577	4.6%
	\$50,000 \$59,999	471	7.2%	1,352	10.9%
	\$60,000 \$74,999	566	8.6%	1,623	13.1%
	\$75,000 \$99,999	345	5.2%	2,121	17.1%
	\$100,000 \$124,999	174	2.6%	1,361	11.0%
	\$125,000 \$149,999	89	1.3%	695	5.6%
	\$150,000 \$199,999	70	1.1%	550	4.4%
	\$200,000 over	73	1.1%	576	4.6%
Total		6,570	100.0%	12,423	100.0%
Median Income		\$29,889		\$66,610	

Source: Claritas, Inc, Estimates, Real Property Research Group, Inc.



V. Supply Analysis

A. Area Housing Stock

Rental development in the primary market is denser than Coweta County (Table 17). The primary market area has a higher percentage of its rental units in all structures other than single-family detached homes and mobile homes. These two structure types account for 43 percent and 55 percent of the rental units in the market area and county, respectively. Structures with five or more units contain 31.2 percent of the market area's rental units and 24 percent of the county's rental units.

Table 17 2000 Renter Households by Number of Units

Renter Occupied	Coweta County		Primary Market Area	
	Number	Percent	Number	Percent
1, detached	2,886	41.8%	1,833	34.9%
1, attached	172	2.5%	160	3.0%
2	457	6.6%	391	7.4%
3-4	832	12.0%	828	15.8%
5-9	719	10.4%	710	13.5%
10-19	549	7.9%	537	10.2%
20+ units	393	5.7%	393	7.5%
Mobile home	901	13.0%	401	7.6%
Boat, RV, Van	0	0.0%	0	0.0%
TOTAL	6,909	100.0%	5,253	100.0%

Source: U.S. Census of Population and Housing, 2000, STF3.

The rent distribution from the 2000 Census shows that the median rent is \$491 in the primary market area and \$477 in Coweta County (Table 18). According to this distribution, 42 percent of renter householders in the primary market area paid a monthly contract rent between \$300 and \$600, which is the general range of proposed rents at Pines by the Creek.

The median year built among owner occupied housing units is 1984 in the primary market area and 1990 in Coweta County. The median year built among renter occupied households is 1976 for the primary market area and Coweta County. According to the 2000 Census, 23.3 percent of the rental units in the primary market

area and 22.4 percent of Coweta County's rental units were built between 1990 and 2000.

Table 18 2000 Census Rent Distribution.

	Coweta County		Primary Market Area	
	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
Less than \$200	855	13.7%	727	14.6%
\$200 to \$299	652	10.5%	511	10.3%
\$300 to \$399	869	13.9%	568	11.4%
\$400 to \$499	939	15.1%	749	15.0%
\$500 to \$599	931	14.9%	764	15.3%
\$600 to \$699	765	12.3%	660	13.2%
\$700 to \$799	425	6.8%	346	6.9%
\$800 and over	800	12.8%	659	13.2%
TOTAL	6,236	100.0%	4,984	100.0%
Median Rent	\$477		\$491	
Renters paying rent	6,236	93.4%	4,984	95.3%
No cash rent	440	6.6%	245	4.7%
Total Renters	6,676	100.0%	5,229	100.0%

Source: U.S. Census of Population and Housing, 2000, STF3.

Table 19 Year Property Built

	Coweta County		Primary Market Area	
Renter Occupied	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
1999 to 2000	92	1.3%	72	1.4%
1995 to 1998	828	12.0%	698	13.3%
1990 to 1994	626	9.1%	454	8.6%
1980 to 1989	1,482	21.5%	1,058	20.1%
1970 to 1979	1,216	17.6%	927	17.6%
1960 to 1969	812	11.8%	648	12.3%
1950 to 1959	733	10.6%	626	11.9%
1940 to 1949	501	7.3%	377	7.2%
1939 or earlier	619	9.0%	393	7.5%
TOTAL	6,909	100.0%	5,253	100.0%
MEDIAN YEAR BUILT	1976		1976	

Source: U.S. Census of Population and Housing, 2000, STF3.

	Coweta County		Primary Market Area	
Owner Occupied	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
1999 to 2000	1,955	8.0%	749	7.5%
1995 to 1998	5,561	22.7%	1,804	18.1%
1990 to 1994	5,149	21.0%	1,511	15.2%
1980 to 1989	4,716	19.2%	1,649	16.6%
1970 to 1979	2,633	10.7%	1,532	15.4%
1960 to 1969	1,566	6.4%	911	9.2%
1950 to 1959	932	3.8%	593	6.0%
1940 to 1949	610	2.5%	464	4.7%
1939 or earlier	1,411	5.8%	728	7.3%
TOTAL	24,533	100.0%	9,941	100.0%
MEDIAN YEAR BUILT	1990		1984	

Source: U.S. Census of Population and Housing, 2000, STF3.

B. Rental Market

As part of this analysis, Real Property Research Group, Inc. surveyed 14 rental communities in the primary market area. Of those communities, four offer LIHTC units. A profile sheet of each community is attached as Appendix 5 Community Photos and Profiles. The location of each community is shown on Map 5.

The fourteen surveyed rental communities combine to offer 2,329 rental units (Table 20). Eight communities offer all garden style units, three offer all townhouse units, and three offer both garden and townhouse units. The average year built of the surveyed rental communities is 1997. Five of the communities have been constructed since 2000, including two of the properties with LIHTC units.

Among the 2,329 units surveyed, 110 were reported vacant for an overall vacancy rate of 4.7 percent. Eleven of the 14 surveyed communities reported vacancy rates of seven percent or less. Of the remaining three communities, two have vacancy rates from 7 to 9 percent and one (Newnan Crossing) has a vacancy rate of 25 percent. Newnan Crossing currently has 48 of 192 units vacant. Half of the units at this community are market rate and these unrestricted units account for the majority of the vacancies. According to the property manager 13 of 96 LIHTC units are vacant, a rate of 13.5 percent. The property manager was unable to provide a specific reason for the high vacancies other than competition from other communities constructed in the past three years. We do not believe the experience of this one community is representative of the demand for LIHTC rental units. The other three communities with LIHTC units all reported vacancy rates below three percent. The high vacancy rate at Newnan Crossing is likely due to higher rents (highest among LIHTC units) and/or poor management.

The subject property currently has a vacancy rate of 15 percent. We believe this higher vacancy rate is due several factors including all units at one income targeting and price point, the location on the west side of Newnan away from Interstate 85 and new commercial development, and the lack of significant amenities. The rehabilitation and restructuring of Pines by the Creek will include targeting units to four different income levels and price points and the addition of significant amenities, including upgrading the property and unit appeal. These changes will enable the community to be more competitive in the primary market area and ultimately increase the occupancy level.

Map 5 Competitive Rental Communities

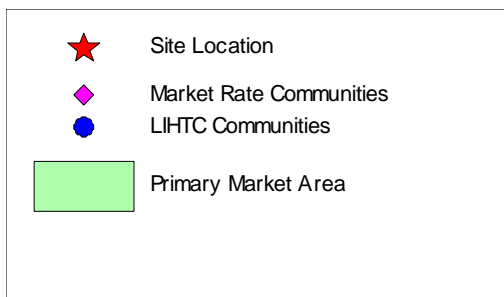
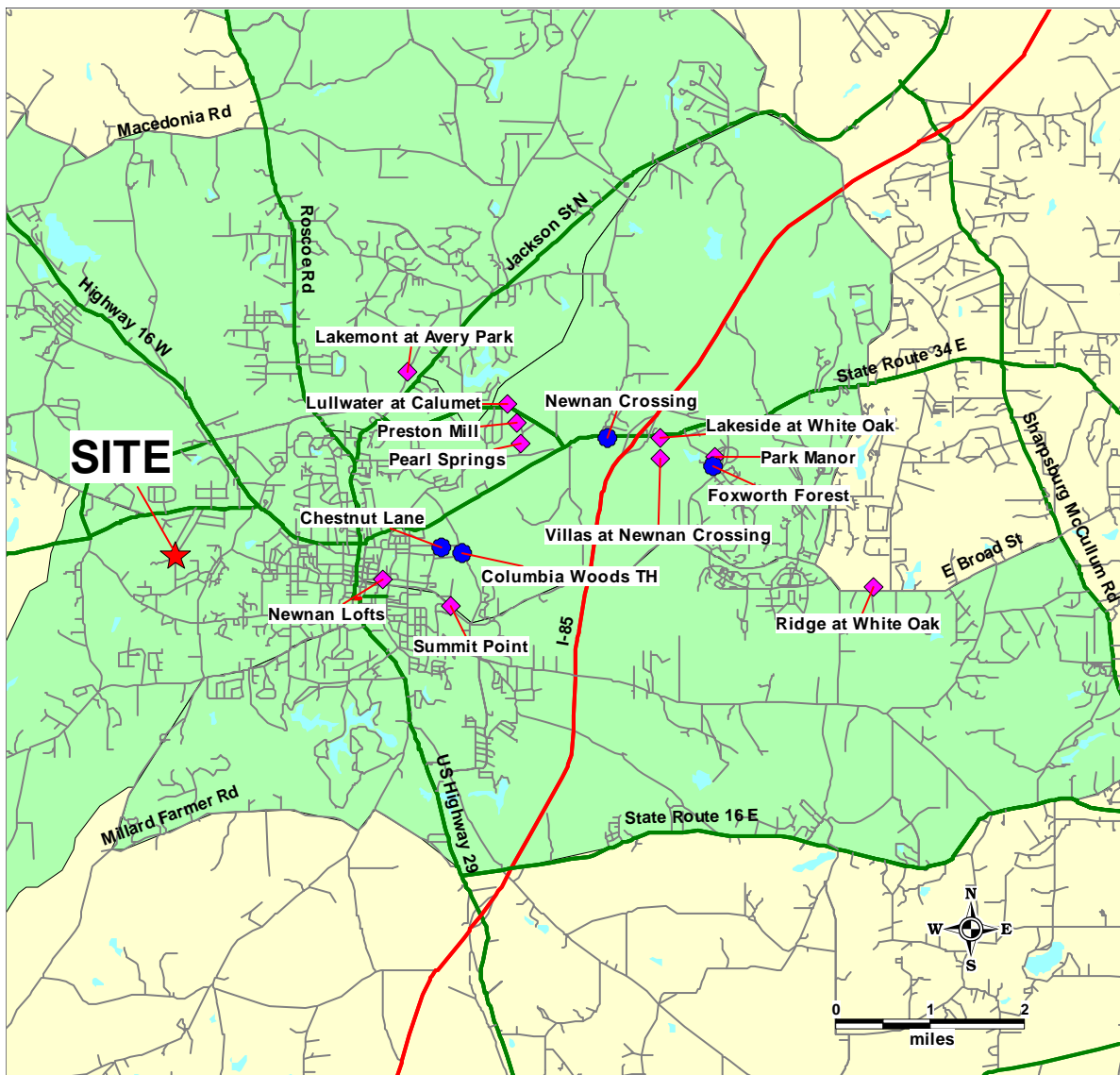


Table 20 Rental Summary, Survryed Rental Communities

Community	Year Built	Structure Type	Total Units	Vacant Units	Vacancy Rate	Average 1BR Rent (1)	Average 2BR Rent (1)	Incentive
Subject Property - 30% AMI		Garden	10				\$339	
Subject Property - 50% AMI		Garden	42				\$550	
Subject Property - 60% AMI		Garden	24				\$560	
Subject Property - Market		Garden	20				\$600	
Newnan Lofts	2000	Garden	145	4	2.8%	\$738	\$988	None.
Preston Mill	1999	Garden	228	9	3.9%	\$745	\$884	Reduced rents
Lullwater at Calumet	1999	Garden	240	3	1.3%	\$726	\$869	Reduced Rents - 1 and 2BR
Villas at Newnan Crossing	2004	Garden	258	9	3.5%	\$717	\$854	None.
Lakeside at White Oak	1989	Garden/TH	561	8	1.4%	\$688	\$804	Reduced rents on all floor plans
Park Manor	2000	Garden	114	5	4.4%	\$710	\$795	\$86 off per month for 3BR
Pearl Springs	1982	Garden/TH	120	10	8.3%	\$575	\$770	\$10 off select balcony units.
Newnan Crossing*	2004	Garden	192	48	25.0%	\$629	\$744	Reduced rents on all floorplans
Columbia Woods TH*	2001	Townhouse	118	2	1.7%		\$698	None
Foxworth Forest*	1993	Garden/TH	72	2	2.8%	\$595	\$695	None
Summit Point	2003	Garden	136	10	7.4%	\$500	\$618	None.
Chestnut Lane*	1978	Garden	50	0	0.0%	\$388	\$427	None
Lakemont at Avery Park	2000	Townhouse	70	0	0.0%			None
Ridge at White Oak	2000	Townhouse	25	0	0.0%			None
Total/Average	1997		2,329	110	4.7%	\$637	\$762	

LIHTC Communities

(1) Rent is contract rent, and not adjusted for utilities or incentives

Source: Field Survey, Real Property Research Group, Inc. June, 2006.

Surveyed rental communities offer a wide range of common area amenities (Table 21). Fitness rooms, swimming pools, and playgrounds are each offered at ten properties. Community rooms and tennis courts are offered at eight and five properties, respectively. Two properties offer no recreational amenities, one property offers one amenity, one property offers two amenities, four properties offer three amenities, and six properties offer four or more amenities. The number of recreational amenities is generally proportionate to the rent level of the community. Four communities offer perimeter fencing with controlled access gates. Pines by the Creek's level of recreational amenities will exceed the majority of the surveyed properties. The amenities will include a community room, business/computer center, fitness center, covered pavilion, and a playground. Most of the included recreational amenities at Pines by the Creek will be newly constructed, improving its overall position.

Table 21 Common Area Amenities of Surveyed Communities

Community	Community Amenities						
	Clubhouse	Fitness Room	Pool	Playground	Tennis	Business Center	Gated Entry
Subject Property	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Chestnut Lane	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Columbia Woods TH	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Foxworth Forest	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lakemont at Avery Park	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lakeside at White Oak	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Lullwater at Calumet	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Newnan Crossing	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Newnan Lofts	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Park Manor	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Pearl Springs	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Preston Mill	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Ridge at White Oak	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Summit Point	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Villas at Newnan Crossing	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

Source: Field Survey, Real Property Research Group, Inc. June, 2006.

Most (12) of the 14 surveyed communities include only the cost of trash removal in the price of rent (Table 22). The two remaining communities also include the cost of water and sewer. The subject property will include trash removal, similar to the vast majority of surveyed properties. Dishwashers are present at 11 of 14 surveyed communities and garbage disposals are included at most. Three properties also include a microwave oven. The majority of the properties offer patios or balconies in most or all units. All of the communities include central laundry rooms and washer/dryer connections. Two properties include washer and dryers in each unit – one for no additional fee.

Among the 14 properties surveyed, two bedroom units are offered at 12 communities. One and three bedroom units are offered at 11 and 13 communities, respectively. Based on the unit distribution among these surveyed communities, 25 percent are one bedroom units, 60 percent are two bedroom units, and 15 percent are three bedroom units. All of the units at Pines by the Creek will have two bedroom units, the most popular floorplan in the primary market area. The proposed unit mix is

comparable with the existing rental stock. As the subject development is a renovation of an existing rental community, it will not alter the composition of the primary market area's housing stock.

The street rents at the existing communities have been adjusted to account for rental incentives and the inclusion of utilities to compute net rent. The average net rent among the surveyed communities is \$741 for two bedroom units with an average unit size of 1,162 square feet. The proposed LIHTC rents at Pines by the Creek are positioned below this overall average for all income levels. While the proposed unit size is smaller than the average, the lower rents result in comparable prices per square foot. The proposed rents will be accompanied by newly renovated units, competitive amenities, and a convenient location. The proposed rents will be well received in the market and are both reasonable and appropriate. The four price points and rent levels will increase the number of renters interested in Pines by the Creek.

In order to better understand how the proposed rents compare with the rental market, the rents of the most comparable communities are adjusted for a variety of factors including curb appeal, square footage, utilities, and amenities. According to our adjustment calculations (Table 24), the market rent for the two bedroom units at Pines by the Creek is \$633. The proposed tax credit rents result in market advantages of 46.5 percent for the 30 percent units, 13.1 percent for the 50 percent units, 11.5 percent for 60 percent units. The proposed market rate rent is 5.2 percent below the estimated market rent.

Table 22 Features of Rental Communities in Primary Market Area

Community	Heat Type	Utilities included in Rent						Dishwasher	Microwave	Parking	In Unit Laundry
		Heat	Hot Water	Cooking	Electric	Water	Trash				
Subject Property	Electric	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Standard		Free Surface Parking	Hook Ups
Chestnut Lane	Electric	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>			Free Surface Parking	Hook Ups
Columbia Woods TH	Electric	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Standard		Free Surface Parking	Hook Ups
Foxworth Forest	Electric	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Standard		Free Surface Parking	Hook Ups
Lakemont at Avery Park	Electric	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>			Attached Garage	Hook Ups
Lakeside at White Oak	Natural Gas	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Standard	Standard	Attached Garage	Standard - Full
Lullwater at Calumet	Electric	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Standard		Detached Garage	Hook Ups
Newnan Crossing	Electric	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Standard		Free Surface Parking	Optional/Fee
Newnan Lofts	Electric	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Standard		Free Surface Parking	Hook Ups
Park Manor	Electric	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Standard	Standard	Detached Garage	Hook Ups
Pearl Springs	Natural Gas	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Standard		Free Surface Parking	Hook Ups
Preston Mill	Electric	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>		Standard	Free Surface Parking	Hook Ups
Ridge at White Oak	Electric	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Standard		Attached Garage	Hook Ups
Summit Point	Electric	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Standard		Free Surface Parking	Hook Ups
Villas at Newnan Crossing	Electric	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Standard		Attached Garage	Hook Ups

Source: Field Survey, Real Property Research Group, Inc. June, 2006.

Table 23 Salient Characteristics, PMA Rental Communities

Community	Type	Total Units	One Bedroom Units			Units	Two Bedroom Units			Units	Three Bedroom Units		
			Units	Rent (1)	SF		Rent (1)	SF	Rent/SF		Rent (1)	SF	Rent/SF
Subject Property - 30% AM	Garden					10	\$339	854	\$0.40				
Subject Property - 50% AM	Garden					42	\$550	854	\$0.64				
Subject Property - 60% AM	Garden					24	\$560	854	\$0.66				
Subject Property - Market	Garden					20	\$600	854	\$0.70				
Newnan Lofts	Garden	145		\$748	890		\$999	1,350	\$0.74		\$1,212	1,700	\$0.71
Villas at Newnan Crossing	Garden	258	90	\$727	842	147	\$865	1,232	\$0.70	27	\$1,026	1,497	\$0.69
Lakemont at Avery Park	Townhouse	70									\$1,000	1,620	\$0.62
Ridge at White Oak	Townhouse	25									\$1,000	1,620	\$0.62
Lullwater at Calumet	Garden	240		\$701	912		\$810	1,271	\$0.64		\$921	1,439	\$0.64
Park Manor	Garden	114	18	\$715	878	70	\$801	1,130	\$0.71	26	\$836	1,329	\$0.63
Preston Mill	Garden	228	48	\$690	915	148	\$778	1,233	\$0.63	32	\$947	1,410	\$0.67
Pearl Springs	Garden/TH	120		\$580	770		\$776	1,146	\$0.68		\$852	1,372	\$0.62
Newnan Crossing Mkt	Garden	96	22	\$659	822	42	\$759	1,086	\$0.70	20	\$859	1,209	\$0.71
Lakeside at White Oak	Garden/TH	561		\$644	939		\$735	1,139	\$0.65		\$996	1,578	\$0.63
Newnan Crossing* 60%	Garden	96	22	\$599	822	42	\$729	1,086	\$0.67	20	\$849	1,209	\$0.70
Foxworth Forest*	Garden/TH	72	16	\$600	745	40	\$701	1,005	\$0.70	16	\$802	1,192	\$0.67
Summit Point	Garden	136	50	\$505	700	76	\$624	1,005	\$0.62	10	\$717	1,150	\$0.62
Chestnut Lane*	Garden	50	18	\$393	850	32	\$433	1,100	\$0.39				
Columbia Woods TH* 60%	Townhouse	115				93	\$705	1,244	\$0.57	22	\$821	1,492	\$0.55
Columbia Woods TH* 50%	Townhouse	3				2	\$656	1,244	\$0.53	1	\$756	1,492	\$0.51
Average / Total		2,329		\$630	840		\$741	1,162	\$0.64		\$906	1,421	\$0.64
Unit Distribution		1,150	284			692				174			
% of Total		49%	25%			60%				15%			

LIHTC Communities

(1) Rent is adjusted, net of utilities and incentives

Source: Field Survey, Real Property Research Group, Inc. June, 2006.

Table 24 Adjusted Rent Comparison, Pines by the Creek

Rent Adjustment Analysis
Pines by the Creek

Two Bedroom Units

Project Name
Total Units
Building Type
Street Rent

Adjustments

Year Built
Average Square Footage
Utilities
Bathrooms
Rental Incentives/Specials
Location
Condition/Design/Appeal
Amenities

Net Adjustment

Adjusted Rent

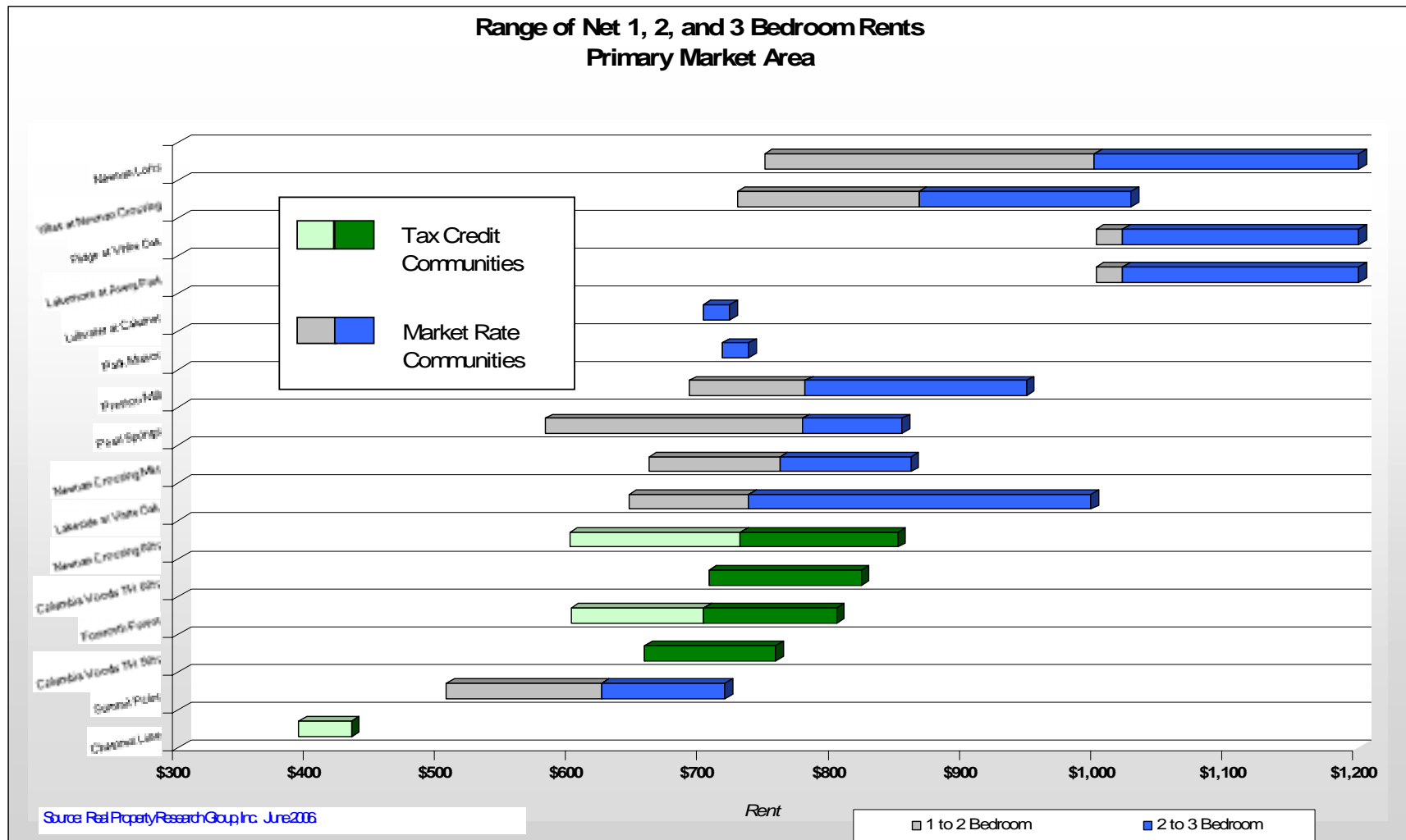
Market Rent Per Sq. Foot

Subject Site	Columbia Woods (60%)		Foxworth Forest (60%)		Lullwater at Calumet		Newnan Crossing (Mkt)		Summit Point	
96	118		72		240		192		136	
Garden	Townhouse		Garden		Garden		Garden		Garden	
\$339, \$550, \$560, \$600	\$699		\$695		\$869		\$759		\$618	
	+	-	+	-	+	-	+	-	+	-
2008	2001	\$5	1993	\$11	1999	\$7	2004	\$3	2003	\$4
867	1,244	-\$94	1,005	-\$35	1,271	-\$101	1,086	-\$55	1,005	-\$35
		-\$25				-\$20		-\$20		-\$20
		-\$10		-\$15		-\$15		-\$10		
		-\$20				-\$50		-\$20		
	\$20		\$10				\$10			
Net Adjustment		-\$124		-\$28		-\$179		-\$92		-\$51
Adjusted Rent	\$633	\$575	\$667		\$690		\$667		\$567	
Market Rent Per Sq. Foot	\$0.73									

Market Advantage by AMI Level

AMI	Market Advantage
30% LIHTC	46.5%
50% LIHTC	13.1%
60% LIHTC	11.5%
Market Rate	5.2%

Figure 4 Range of Net Rents



As the figure on the preceding page illustrates, there are no breaks in the range of net rents in the primary market area. Price points are consistently covered by the existing rental stock. The four highest priced communities from Newnan Lofts to Lakemont at Avery Park represent the top of the rental market and are Class A properties. The four LIHTC communities are grouped together in the lower half of the range of net rent, below the majority of the market rate communities. Newnan Crossing is the highest price LIHTC community in the primary market area.

C. Proposed Developments

No new or upcoming rental communities were identified in the primary market area. Planning officials with Coweta County and Newnan were unaware of upcoming construction of multi-family rental communities in the primary market area.

VI. Findings and Conclusions

A. Findings

Based on this review of economic and demographic characteristics of the primary market area and Coweta County and competitive housing trends, we arrive at the following findings:

The subject property is a suitable location for rental housing.

- Pines by the Creek Apartments is an existing rental community located on the east side of Newnan. While not an undesirable location, this location is less appealing than the majority of the other multi-family rental communities which are closer to Interstate 85 and commercial development. If properly priced, the site location will not adversely affect the subject property.
- The existing rental community is surrounded by moderately valued single-family detached homes. Several community amenities are located within one mile of the subject property including retail and schools.
- Ingress and egress will be via an entrance on Heery Road. Heery Road is a residential corridor with light traffic in front of the site. Problems with property access are not anticipated.
- Pines by the Creek Apartments is compatible with surrounding land uses. While the immediate area consists of residential uses, many retail developments are located within one mile of the subject property.

Coweta County has a growing economy with a solid outlook.

- Coweta County added jobs each year between 1991 and 2004. Overall, 2004's job base of 29,303 represents an increase of 11,724 or 66 percent over 1990's job base. Through the first three quarters of 2005, Coweta County added an additional 495 jobs.
- The trade-transportation-utilities sector is by far the largest employment sector in the Coweta County economy, employing 22.4 percent of all workers as of the third quarter of 2005. This is followed by the government, manufacturing, professional-business, and leisure-hospitality sectors.

- The unemployment rate in Coweta County has historically been lower to the state figures while following similar trends. Over the past year, the county's unemployment rate has remained nearly one percentage point below the state figure.
- Coweta County's 2005 unemployment rate of 4.6 percent is the county's highest level since 1993. Despite this increase and "high" historical level, Coweta County's unemployment rate remains below five percent and below state and national levels.

Both the primary market area and Coweta County have experienced significant population and household growth over the past 15 years. As it includes the more established portions of the county, the growth rate has been slower in the primary market area.

- The primary market area's 2000 population represents an increase of 12,726 persons or 43.6 percent from the 1990 Census count. At 65.7 percent, the rate of increase of Coweta County's population has been higher during the same time period. From 2000 to 2005, the total population in the primary market area is estimated to have increased by 10,233 or 24.4 percent. Coweta County's population increased by 19.7 percent or 17,581 people during the same five-year time period.
- Based on 1990 and 2000 Census data, the PMA grew by 4,761 households, while Coweta County grew by 12,512 households. These changes equate to a 45.6 percent increase in the primary market area and a 66.1 percent increase in Coweta County. The annual compounded rates of household growth were 3.8 percent in the PMA and 5.2 percent in Coweta County.
- Estimates show that the PMA's household count increased by 3,799 or 25 percent between 2000 and 2005 compared to an increase of 6,277 households or 20 percent in Coweta County. Annual increases were estimated at 760 households or 4.6 percent in the primary market area and 1,255 households or 3.7 percent in Coweta County.
- Population and household growth is expected to continue in both the primary market area and Coweta County through 2010. Although the rate of increase is expected to decline, the primary market area is still projected experience annual household growth of 3.8 percent.

The primary market area's households are generally older and less affluent than Coweta County.

- The primary market has a higher percentage of population between 18 and 24 and age 62 and older. Coweta County has a higher percentage under the age of 18 and between the ages of 25 and 61.
- The primary market area's marriage rate of 53.2 percent is lower than Coweta County's 62.5 percent marriage rate. The primary market area also has a lower occurrence of children with 36.2 percent of households having children present, compared to 39.9 percent in the county.
- The primary market area has a higher percentage of renter occupied households than does Coweta County. In 2000, 34.6 percent of the householders in the PMA were renters. In comparison, 22 percent of Coweta County householders rented. The renter percentage in the Atlanta MSA was 31.5 percent in 2000.
- Based on Claritas projections, the 2005 median income for all households living in the primary market area was \$53,124, \$6,574 or 11 percent lower than the Coweta County median of \$59,698. The primary market area has a higher percentage of its householders earning less than \$45,000 and above \$150,000.
- The median income of renters in the primary market area as of 2005 is \$29,889, less than half of the owner household median of \$66,610. Over 50 percent of renter households earn less than \$30,000, compared to only 16 percent of owner households.

The rental stock includes several communities built since 2000, including LIHTC communities. The rental market offers units at many price points and is stable.

- The primary market area has a higher percentage of its rental units in all structures other than single-family detached homes and mobile homes. These two structure types account for 43 percent and 55 percent of the rental units in the market area and county, respectively. Structures with five or more units contain 31.2 percent of the market area's rental units and 24 percent of the county's rental units.
- The fourteen surveyed rental communities combine to offer 2,329 rental units. Eight communities offer all garden style units, three offer all townhouse units, and three

offer both garden and townhouse units. The average year built of the surveyed rental communities is 1997. Five of the communities have been constructed since 2000, including two of the properties with LIHTC units.

- Among the 2,329 units surveyed, 110 were reported vacant for an overall vacancy rate of 4.7 percent. Eleven of the 14 surveyed communities reported vacancy rates of seven percent or less.
- Of the remaining three communities, two have vacancy rates from 7 to 9 percent and one (Newnan Crossing) has a vacancy rate of 25 percent. We do not believe the experience of this one community is representative of the demand for LIHTC rental units. The other three communities with LIHTC units all reported vacancy rates below three percent. The high vacancy rate at Newnan Crossing is likely due to higher rents (highest among LIHTC units) and/or poor management. It is important to note that most of the vacancies are among market rate units. The LIHTC vacancy rate is 13 percent, still high – but roughly half of the overall vacancy rate.
- Among the 14 properties surveyed, two bedroom units are offered at 12 communities. One and three bedroom units are offered at 11 and 13 communities, respectively. Based on the unit distribution among these surveyed communities, 25 percent are one bedroom units, 60 percent are two bedroom units, and 15 percent are three bedroom units.
- The market rent for the two bedroom units at Pines by the Creek is \$633. The proposed tax credit rents result in market advantages of 46.5 percent for the 30 percent units, 13.1 percent for the 50 percent units, 11.5 percent for 60 percent units. The proposed market rate rent is 5.2 percent below the estimated market rent.

B. Affordability Analysis

To understand the depth of the rental market for affordable housing in the primary market area, we have conducted an affordability analysis for the proposed units (Table 25). This capture rate reflects the percentage of income-qualified households in the market that the subject property must capture in order to gain full occupancy.

- To calculate the income distribution for 2008, we projected incomes based on Claritas' income distributions for 2005 and 2010, and the relationship of owner/renter incomes by income cohort from the 2000 Census. The maximum income limits are based on DCA's requirements that the average persons per bedroom be rounded to the nearest whole number. Therefore, instead of the standard of 1.5 persons per bedroom as outlined in Section 42 of the IRS code, we have assumed 1 person for an efficiency unit, 2 persons for a one bedroom unit, 3 persons for two bedroom units, and 5 persons for three bedroom units.
- Using a 35 percent rent burden criteria, we determined that the gross rent (\$480) for the 30 percent two bedroom units would be affordable to households earning a minimum of \$16,457, which includes 18,294 households in the primary market area.
- Based on the 2006 HUD income limits for households at 30 percent of median income, the maximum income allowed for a two bedroom unit in this market would be \$19,230. We estimate that 17,792 households within the primary market area have incomes above that maximum.
- Subtracting the 17,792 households with incomes above the maximum income from the 18,294, households that could afford to rent this unit, we compute that 502 households are within the band of being able to afford the proposed rent. The proposed 10 thirty percent two bedroom units would require a capture rate of 2.0 percent of all qualified households. Among renter households, the capture rate for this floorplan is 2.6 percent. Using the same methodology, we determined the band of qualified households for each of the other bedroom types offered in the community.

- Given the income requirements of each unit type and the overlap of income bands, project wide affordability bands were calculated. Looking at all 96 units, the project will need to absorb 1.4 percent of the 6,723 households that earn between \$16,457 and \$51,280 in the primary market area. For renter households, the 96 proposed units must capture 3.2 percent of the income qualified renter households.
- Affordability by floorplan indicates that there are a sufficient number of income-qualified households for all floorplans.

Table 25 Affordability Analysis for Pines by the Creek

Two Bedroom Units			
30% Units	Base Price	Minimum	Maximum
	Number of Units	10	
	Net Rent	\$339	
	Gross Rent	\$480	
	% Income Spent for Shelter	35%	
	Income Range	\$16,457	\$19,230
	Range of Qualified Hslds	18,294	17,792
	# Qualified Households		502
	Unit Total HH Capture Rate		2.0%
	Range of Qualified Renters	4,976	4,587
50% Units	# Qualified RenterHouseholds		389
	Unit Renter HH Capture Rate		2.6%
	Base Price	Minimum	Maximum
	Number of Units	42	
	Net Rent	\$550	
	Gross Rent	\$691	
	% Income Spent for Shelter	35%	
	Income Range	\$23,691	\$32,050
	Range of Qualified Hslds	16,910	15,226
	# Qualified Households		1,683
	Unit Total HH Capture Rate		2.5%
	Range of Qualified Renters	4,112	3,283
60% Units	# Qualified RenterHouseholds		830
	Unit Renter HH Capture Rate		5.1%
	Base Price	Proposed	Maximum
	Number of Units	24	
	Net Rent	\$560	
	Gross Rent	\$701	
	% Income for Shelter	35%	
	Income	\$24,034	\$38,460
	Range of Qualified Hslds	16,841	13,963
	# Qualified Households		2,878
	Unit Total HH Capture Rate		0.8%
	Range of Qualified Renters	4,078	2,754
80% Units	# Qualified RenterHouseholds		1,325
	Unit Renter HH Capture Rate		1.8%
	Base Price	Proposed	Maximum
	Number of Units	20	
	Net Rent	\$600	
	Gross Rent	\$741	
	% Income for Shelter	35%	
	Income	\$25,406	\$51,280
	Range of Qualified Hslds	16,564	11,571
	# Qualified Households		4,993
	Unit Total HH Capture Rate		0.4%
	Range of Qualified Renters	3,942	1,946
	# Qualified RenterHouseholds		1,996
	Unit Renter HH Capture Rate		1.0%

Gross Capture Rate by Income Group			Total Households				Renter Households			
			Band of Qualified HHs		# Qualified HHs		Band of Qualified HHs		# Qualified HHs	
30% Units	10	Income	\$16,457	\$19,230			\$16,457	\$19,230		
		HHs	18,294	17,792	502	2.0% Capture Rate	4,976	4,587	389	2.6% Capture Rate
50% Units	42	Income	\$23,691	\$32,050			\$23,691	\$32,050		
		HHs	16,910	15,226	1,683	2.5% Capture Rate	4,112	3,283	830	5.1% Capture Rate
60% Units	24	Income	\$24,034	\$38,460			\$24,034	\$38,460		
		HHs	16,841	13,963	2,878	0.8% Capture Rate	4,078	2,754	1,325	1.8% Capture Rate
80% Units	20	Income	\$25,406	\$51,280			\$25,406	\$51,280		
		HHs	16,564	11,571	4,993	0.4% Capture Rate	3,942	1,946	1,996	1.0% Capture Rate
Total Units	96	Income	\$16,457	\$51,280			\$16,457	\$51,280		
		HHs	18,294	11,571	6,723	1.4% Capture Rate	4,976	1,946	3,030	3.2% Capture Rate

Source: 2000 U.S. Census, estimates, Real Property Research Group, Inc.

D. DCA Demand Calculations

DCA's demand methodology consists of three components. The first is income qualified renter households living in substandard households. "Substandard" is defined as having more than 1.01 persons per room and/or lacking complete plumbing facilities. According to US Census data, the percentage of renter households in the primary market area that living in "substandard" conditions is 7.3 percent (Table 26).

The second component of demand is population growth. This number is the number of age and income qualified renter households anticipated to move into the market area between 2000 and 2008

The final component of demand is cost burdened renters, which is defined as those renter households paying more than 35 percent of household income for housing costs. According to Census data, 33.2 percent of renter households are categorized as cost burdened. As the demand from this component is often overstated and includes households already counted as "substandard", we have assumed only two-thirds of the demand from cost burdened renters.

DCA requires that demand be calculated with several variations. Demand and capture rates are to be calculated for all low income units, all market rate units, on a floorplan basis, all units.

DCA considers units that have been constructed since the base year of the demand estimate (2000) to have an impact on the future demand for new development. Identified comparable units are detailed in Table 28.

The capture rates for all of these demand calculations indicate that there is sufficient demand to support the proposed units at Pines by the Creek. Demand by floorplan indicates an appropriate unit mix (Table 30). The capture rates shown in the following tables do not account for existing tenant retention. Sufficient demand exists to support the units at Pines by the Creek. Retention of existing tenants will reduce the actual capture rates at Pines by the Creek.

Table 26 Cost Burdened and Substandard Calculation

Rent Cost Burden			Substandardness	
Total Households			Total Households	
Less than 10.0 percent	313	6.0%	Owner occupied:	
10.0 to 14.9 percent	592	11.3%	Complete plumbing facilities:	9,907
15.0 to 19.9 percent	665	12.7%	1.00 or less occupants per room	9,700
20.0 to 24.9 percent	722	13.8%	1.01 or more occupants per room	172
25.0 to 29.9 percent	538	10.3%	Lacking complete plumbing facilities:	35
30.0 to 34.9 percent	424	8.1%	Overcrowded or lacking plumbing	207
35.0 to 39.9 percent	403	7.7%		
40.0 to 49.9 percent	354	6.8%	Renter occupied:	
50.0 percent or more	858	16.4%	Complete plumbing facilities:	5,210
Not computed	360	6.9%	1.00 or less occupants per room	4,820
Total	5,229	100.0%	1.01 or more occupants per room	226
			Lacking complete plumbing facilities:	164
> 35% income on rent	1,615	33.2%	Overcrowded or lacking plumbing	390
			Substandard Housing	597
			% Total Stock Substandard	3.90%
			% Rental Stock Substandard	7.26%

Source: 2000 U.S. Census

Table 27 Overall Demand Estimates

Primary Market Area Demand	LIHTC Units	Market Rate Units	Total Units
Substandard Households	382	382	382
Renter Household Growth	2,085	2,085	2,085
Cost Burdened Renter HH's	1,162	1,162	1,162
Total Demand	3,629	3,629	3,629
% Income Qualified	30.3%	27.2%	41.3%
Income Qualified Demand	1,099	987	1,498
Recent and Pipeline	213	0	213
Net Income Qualified Demand	886	987	1,285
Units in Subject Property	76	20	96
Capture Rate	8.6%	2.0%	7.5%

Table 28 Recent and Pipeline Units

Recent and Proposed Units			LIHTC Units (60% AMI)			
Community	Type	Total Units	1-BR	2-BR	3-Br	4-BR
Newnan Crossing	New Const	189	44	82	39	24
Eastgate	Rehab	96	12	36	48	
Columbia Woods	New Const	118		95	23	
Total		403	56	213	110	24

Table 29 Detailed Gross Demand Estimates

Demand from Substandard Households

2000 Households		Substandard Percentage		2000 Substandard Households
15,194	times	7.26%	equals	1,103
2000 Substandard Households		% of Renters Per Census		2000 Substandard Renter Households
1,103	times	34.59%	equals	382

Demand from Household Growth

2007 Households		2000 Households		Household Change
21,220	minus	15,194	equals	6,026
Household Change		% of Renters Per Census		Renter Household Change
6,026	times	34.59%	equals	2,085

Demand from Cost Burdened Renters

2000 Households		% of Renters Per Census		2000 Renter Households
15,194	times	34.59%	equals	5,256
2000 Renter Households		% Cost Burdened		2000 Cost Burdened Renter Households
5,256	times	33.17%	equals	1,743
2000 Cost Burdened Renter Households		% Considered Likely As Demand		Likely Demand from Cost Burdened
1,743	times	66.66%	equals	1,162

E. DCA Estimates and Capture Rates by Floorplan and Income

Table 30 Demand Estimates and Capture Rates by Floorplan and Income Level

	Two Bedroom Units			
	30% AMI	50% AMI	60% AMI	Market
Substandard Households	382	382	382	382
Renter Household Growth	2,085	2,085	2,085	2,085
Cost Burdened Households	1,162	1,162	1,162	1,162
Total Demand	3,629	3,629	3,629	3,629
% Income Qualified	5.3%	11.3%	18.0%	27.2%
Income Qualified Demand	192	410	655	987
Recent and Pipeline	0	0	213	0
Net Demand	192	410	442	987
Proposed Units	10	42	24	20
Capture Rate	5.2%	10.2%	5.4%	2.0%

F. Project Feasibility

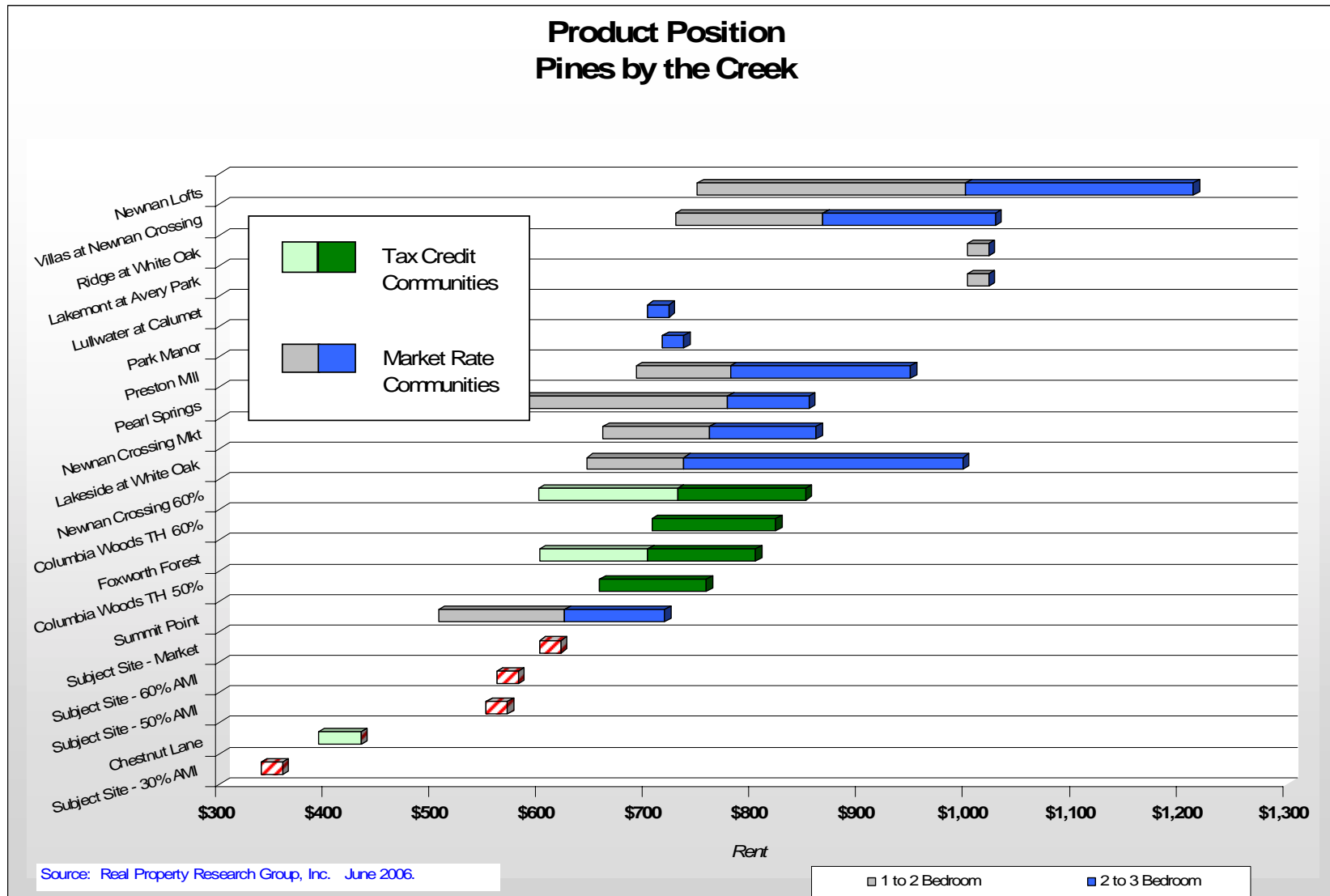
Looking at the proposed Pines by the Creek compared to existing rental alternatives in the market, the project's appeal and strength is as follows:

- Community Design:** The proposed renovated community will positioned in the middle of the primary market area's rental stock in terms of appeal. Given the age and inherent design characteristics, including layout and size, the community will not compete with the communities at the top of the rental market. The units at Pines by the Creek will competitive with properties at and above the proposed rent levels.
- Location:** The subject property is located on the western side of Coweta. While within one to one and a half miles of many community amenities, this location is less desirable than most other multi-family rental communities. The property is further from Interstate 85 and large commercial development than much of Newnan's housing stock. The location could limit the achievable rent levels at Pines by the Creek.
- Amenities:** The proposed Pines by the Creek will offer competitive amenities. These amenities will be among the most extensive in the primary market area.

Most of the community amenities will be newly constructed, representing a significant upgrade over existing amenities. The new amenities at Pines by the Creek will make it much more competitive in the primary market area. The proposed amenities, including appliance package, is appropriate given the proposed rent levels.

- **Unit Mix:** Pines by the Creek Apartments will consist of 96 two bedroom units. The two bedroom unit is the most popular in the primary market area as it accounted for 60 percent of all surveyed rental units. The two bedroom floorplan is likely to appeal to singles, couples, and families with one or two children.
- **Unit Size:** Pines by the Creek's two bedroom units are smaller than the overall market average. Coupled with lower rents, the square footages result in competitive rents per square foot. These smaller square footages will not prevent Pines by the Creek from achieving the proposed rents.
- **Price:** The proposed rents are positioned at the bottom of the range of net rent for 30 percent, 50 percent, and 60 percent rent levels (Figure 5). The market rents will also be among the lowest in the primary market area. These proposed rents are lower than the LIHTC rents at three of the four tax credit communities. For example, the proposed market rents are lower than the 50 percent tax credit units at Columbia Woods. These proposed rents will be competitive given the community design, competitive amenities, and the appeal of newly renovated units. The product proposed at Pines by the Creek is competitive with the communities priced at higher price points. The proposed rents are reasonable and appropriate.
- **Demand:** The affordability analysis and DCA demand estimates indicate that there is sufficient demand to support the proposed development and the recently constructed units in the primary market area.

Figure 5 Product Position, Pines by the Creek



G Absorption Estimate

Two communities have been constructed since 2004. The Villas at Newnan Crossing indicated that initial lease up averaged 15-18 units per months. Newnan Crossing, a mixed income community, also opened in 2004. The property manager was unable to provide lease-up data. The high vacancy rate at this community, especially among market rate units, indicates that absorption may have started well but slowed.

We believe that given the proposed scope of renovations, proposed extensive amenities, strong demand estimates, and competitive rents, and assuming an aggressive, professional marketing campaign, Pines by the Creek Apartments should be able to lease up at a minimum rate of **8 units per month**. Based on this absorption pace, Pines by the Creek should reach 93 to 95 percent occupancy within 11-12 months. This lease-up period assumes no tenant retention, which is highly unlikely. Tenant retention is likely to significantly shorten the lease up period. We believe that Pines by the Creek will operate with a vacancy rate of 4 to 7 percent, given market conditions. The placed-in-service date is estimated as two years from the date of this report, per DCA's instruction.

The renovation of Pines by the Creek is not expected to negatively impact the existing rental communities in the primary market area. On the contrary, the redevelopment will include distributing units at four income levels, which will reduce Pines by the Creek's level of competition with any one property.

We believe the product is properly positioned and will be well received in the primary market area.

Appendix 1 Underlying Assumptions and Limiting Conditions

In conducting the analysis, we will make the following assumptions, except as otherwise noted in our report:

1. There are no zoning, building, safety, environmental or other federal, state or local laws, regulations or codes which would prohibit or impair the development, marketing or operation of the subject project in the manner contemplated in our report, and the subject project will be developed, marketed and operated in compliance with all applicable laws, regulations and codes.
2. No material changes will occur in (a) any federal, state or local law, regulation or code (including, without limitation, the Internal Revenue Code) affecting the subject project, or (b) any federal, state or local grant, financing or other program which is to be utilized in connection with the subject project.
3. The local, national and international economies will not deteriorate, and there will be no significant changes in interest rates or in rates of inflation or deflation.
4. The subject project will be served by adequate transportation, utilities and governmental facilities.
5. The subject project will not be subjected to any war, energy crisis, embargo, strike, earthquake, flood, fire or other casualty or act of God.
6. The subject project will be on the market at the time and with the product anticipated in our report, and at the price position specified in our report.
7. The subject project will be developed, marketed and operated in a highly professional manner.
8. No projects will be developed which will be in competition with the subject project, except as set forth in our report.
9. There are neither existing judgments nor any pending or threatened litigation which could hinder the development, marketing or operation of the subject project.

The analysis will be subject to the following limiting conditions, except as otherwise noted in our report:

1. The analysis contained in this report necessarily incorporates numerous estimates and assumptions with respect to property performance, general and local business and economic conditions, the absence of material changes in the competitive environment and other matters. Some estimates or assumptions, however, inevitably will not materialize, and unanticipated events and circumstances may occur; therefore, actual results achieved during the period covered by our analysis will vary from our estimates and the variations may be material.
2. Our absorption estimates are based on the assumption that the product recommendations set forth in our report will be followed without material deviation.
3. All estimates of future dollar amounts are based on the current value of the dollar, without any allowance for inflation or deflation.
4. We have no responsibility for considerations requiring expertise in other fields. Such considerations include, but are not limited to, legal matters, environmental matters, architectural matters, geologic considerations, such as soils and seismic stability, and civil, mechanical, electrical, structural and other engineering matters.
5. Information, estimates and opinions contained in or referred to in our report, which we have obtained from sources outside of this office, are assumed to be reliable and have not been independently verified.
6. The conclusions and recommendations in our report are subject to these Underlying Assumptions and Limiting Conditions and to any additional assumptions or conditions set forth in the body of our report.

Appendix 2 Analyst Certification

I certify that, to the best of my knowledge and belief:

- The statements of fact contained in this report are true and correct.
- The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and is my personal, unbiased professional analyses, opinions, and conclusions.
- I have no present or prospective interest in the property that is the subject of this report, and I have no personal interest or bias with respect to the parties involved.
- My compensation is not contingent on an action or event resulting from the analysis, opinions, or conclusions in, or the use of, this report.
- The market study was not based on tax credit approval or approval of a loan. My compensation is not contingent upon the reporting of a predetermined demand that favors the cause of the client, the attainment of a stipulated result, or the occurrence of a subsequent event.
- My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics and the Standards of Professional Practice as set forth in the Uniform Standards of Professional Appraisal Practice (USPAP) as adopted by the Appraisal Standards Board of the Appraisal Foundation.
- I have made a personal inspection of the property that is the subject of this report.



Tad Scepianiak
Regional Director
Real Property Research Group, Inc.

Warning: Title 18 U.S.C. 1001, provides in part that whoever knowingly and willfully makes or uses a document containing any false, fictitious, or fraudulent statement or entry, in any manner in the jurisdiction of any department or agency of the United States, shall be fined not more than \$10,000 or imprisoned for not more than five years or both.

Appendix 3 Resumes

TAD SCEPANIAK

Mr. Scepaniak directs our Atlanta office. He has approximately nine years of experience in the field of residential rental market research. Before joining the firm, Tad was president of national firm, where he was involved extensively in the Low Income Tax Credit program throughout the entire United States. Mr. Scepaniak has completed work in approximately 25 states and Puerto Rico over the past eight years. He also has experience conducting studies under the HUD 221d program, market rate rental properties, and student housing developments. Along with work for developer clients, Tad has led our research efforts for both the North Carolina and Georgia Housing Finance agencies. Mr. Scepaniak is also responsible for development and implementation of many of the firm's automated analytic systems.

Tad is a member of the National Council of Affordable Housing Market Analysts' (NCAHMA) Standards Committee and has been involved in the development of the organization's Standard Definitions, Recommended Market Study Content, and various white papers regarding market areas, derivation of market rents, and selection of comparable properties.

Areas of Concentration:

Low Income Tax Credit Rental Housing: Mr. Scepaniak has worked extensively with the Low Income Tax Credit program throughout the United States, with special emphasis on the Southeast and Mid-Atlantic regions. Mr. Scepaniak not only works with developers in their efforts to obtain tax credit financing, but also has received large contracts with state housing agencies including North Carolina Housing Finance Agency and Georgia Department of Community Affairs.

Senior Housing: Mr. Scepaniak has conducted feasibility analysis for a variety of senior oriented rental housing. The majority of this work has been under the Low Income Tax Credit program; however his experience includes assisted living facilities and market rate senior rental communities.

Market Rate Rental Housing: Mr. Scepaniak has conducted various projects for developers of market rate rental housing. The studies produced for these developers are generally used to determine the rental housing needs of a specific submarket and to obtain financing.

Education:

Bachelor of Science – Marketing Research; Berry College – Rome, Georgia.

ROBERT M. LEFENFELD

Mr. Lefenfeld founded Real Property Research Group in February 2001 after more than 20 years of experience in the field of residential market research. As an officer of research subsidiaries of the accounting firm of Reznick Fedder & Silverman and Legg Mason, he has closely monitored residential markets throughout the Mid-Atlantic United States. Between 1998 and 2001, Bob was Managing Director of RF&S Realty Advisors, conducting market studies throughout the United States on rental and for-sale projects. From 1987 to 1995, Bob served as Senior Vice President of Legg Mason Realty Group, managing the firm's consulting practice and serving as publisher of a Mid-Atlantic residential data service, Housing Market Profiles.

Prior to joining Legg Mason, Bob spent ten years with the Baltimore Metropolitan Council as a housing economist. Bob also served as Research Director for Regency Homes between 1995 and 1998, where he analyzed markets throughout the Eastern United States and evaluated the company's active building operation on an ongoing basis.

Bob has lectured and written extensively on the subject of residential real estate market analysis. He has served as a panel member, speaker, and lecturer at events held by the National Association of Homebuilders and the National Council on Seniors Housing. Recent articles have appeared in ULI's Multifamily Housing Trends magazine. Mid-Atlantic Builder.

Bob is currently a member of the National Council of Affordable Housing Market Analysts' executive committee serving as Vice-Chair.

Areas of Concentration:

Strategic Assessments: Mr. Lefenfeld has conducted numerous corridor analyses throughout the United States to assist building and real estate companies in evaluating development opportunities. Such analyses document demographic, economic, competitive, and proposed development activity by submarket and discuss opportunities for development.

Feasibility Analysis: Mr. Lefenfeld has conducted feasibility studies for various types of residential developments for builders and developers. Subjects of these analyses have included for-sale single family and townhouse developments, age-restricted rental and for-sale developments, large multi-product PUDs, urban renovations, and continuing care facilities for the elderly. In addition, he has conducted feasibility work in conjunction with Hope VI applications for redevelopment of public housing sites and analyses of rental developments for 221(d)4 insurance and tax credit applications.

Information Products: Bob has developed a series of proprietary databases to assist clients in monitoring growth trends. Subjects of these databases have included for-sale housing, pipeline information, and rental communities. Information compiled is committed to a Geographic Information System (GIS), allowing the comprehensive integration of data.

Education:

Masters of Urban and Regional Planning; The George Washington University.
Bachelor of Arts, Political Science; Northeastern University.

Appendix 4 DCA Market Study Checklist

I understand that by initializing (or checking) the following items, I am stating that those items are included and/or addressed in the report. If an item is not checked, a full explanation is included in the report. A list listing of page number(s) is equivalent to check or initializing.

The report was written according to DCA's market study requirements, that the information included is accurate and that the report can be relied upon by DCA as a true assessment of the low-income housing rental market.

I also certify that I have inspected the subject property as well as all rent comparables.



Signed: _____

Tad Scepianiak

Date: July 10, 2006

A. Executive Summary

1	Market demand for subject property given the economic conditions of the area.	Page	III
2	Projected Stabilized Occupancy Level and Timeframe.	Page	IV
3	Appropriateness of unit mix, rent and unit sizes.	Page	V
4	Appropriateness of interior and exterior amenities including Appliances.	Page	V, VI
5	Location and distance of subject property in relationship to local amenities.	Page	VI
6	Discussion of capture rates in relationship to subject.	Page	VI, VIII
7	Conclusion regarding the strength of the market for subject.	Page	VII, VIII

B. Project Description

	Project address, legal description and location. <i>A legal description is not provided as it was not available.</i>		
	<i>Legal descriptions are not considered a concern regarding feasibility or appeal of the site.</i>		
1	Number of units by unit type.	Page	3
2	Unit size, # of bedrooms and structure type (i.e. townhouse, garden apartment, etc).	Page	14
3	Rents and Utility Allowance*.	Page	14
4	Existing or proposed project based rental assistance.	Page	2
5	Proposed development amenities (i.e. washer/dryer hookups, dishwasher etc.).	Page	2
6	For rehab proposals, current occupancy levels, rents, and tenant incomes (if available), as well as detailed information as to renovation of property.	Page	11-12
7	Projected placed in service date.	Page	4
8	Construction type: New Construction/Rehab/Adaptive Reuse, etc.	Page	63
9		Page	1, 11

10	Occupancy Type: Family, Elderly, Housing for Older Persons, Special Needs, etc.	Page	1
11	Special Population Target (if applicable).	Page	1

C. Site Evaluation

1	Date of Inspection of Subject Property by Market Analyst.	Page	III
2	Physical features of Subject Property and Adjacent Uses.	Page	3
3	Subject Photographs (front, rear, and side elevations as well as street scenes).	Page	4
4	Map identifying location of subject as well as closest shopping centers, schools, medical facilities and other amenities relative to subject.	Page	12, 14
5	Developments in vicinity to subject and proximity in miles (Identify developments surrounding subject on all sides) - zoning of subject and surrounding uses.	Page	3, 12, 14
6	Map identifying existing low-income housing within the Primary Market Area and proximity in miles to subject.	Page	40
7	Road or infrastructure improvements planned or under construction in the PMA.	Page	16
8	Comment on access, ingress/egress and visibility of subject.	Page	3
9	Any visible environmental or other concerns.	Page	16
10	Overall conclusions of site and their marketability.	Page	3

D. Market Area

1	Map identifying Subject's Location within PMA.	Page	18
2	Map identifying Subject's Location within SMA, if applicable.	Page	N/A

E. Community Demographic Data

Data on Population and Households Five Years Prior to Market Entry, and Projected Five Years Post-Market Entry. <i>Population and household estimates are given for 1990, 2000, 2005, and 2010. Household estimates for 2007 are used in the demand calculations. All projections for future years are based on historical data from the 2000 census and Claritas projections. The annual compounded growth rate would be the same between 2000 and 2002 as it would be for between 2000 and 2005 or between 2002 and 2007, etc. The bench mark years and a five year projection are considered the most accurate population and household estimates. Additional estimates can be provided, however were omitted in an effort to simplify this section. Estimates of household growth for various years are used throughout the report in the demand, affordability and capture rate analyses.</i>	Page	27, 56, 58
--	------	------------

1. Population Trends

a.	Total Population.	Page	27
b.	Population by Age Group.	Page	30
c.	Number of elderly and non-elderly (for elderly projects).	Page	30
d.	If a special needs is proposed, additional information for this segment.	Page	N/A

2. Household Trends

a.	Total number of households and average household size.	Page	27
b.	Households by tenure (# of owner and renter households).	Page	32
	Elderly by tenure, if applicable.		N/A

c.	Households by Income (Elderly, if applicable, should be allocated separately).	Page	N/A
d.	Renter households by # of persons in the household.	Page	

3. Employment Trend

a.	Employment by industry— #s & % (i.e. manufacturing: 150,000 (20%)).	Page	21
b.	Major employers, product or service, total employees, anticipated expansions, contractions in work forces, as well as newly planned employers and impact on employment in the PMA.	Page	1919
c.	Unemployment trends for the PMA and, where possible, the county total workforce for unemployment trends for the last two to four years.	Page	25
d.	Map of the site and location of major employment concentrations.	Page	23
e.	Overall conclusions.	Page	22

F. Project Specific Demand Analysis

1	Income Restrictions - uses applicable incomes and rents in the development's tax application.	Page	2
2	Affordability - Delineation of Income Bands *.	Page	2, 56, 58
3	Comparison of market rates of competing properties with proposed subject market rent.	Page	41, 46, 62
4	Comparison of market rates of competing properties with proposed LIHTC rents.	Page	41, 46, 62
5	Demand Analysis Using Projected Service Date (within 2 years).	Page	57 - 60
a.	New Households Using Growth Rates from Reputable Source.	Page	57 - 60
b.	Demand from Existing Households. (Combination of rent overburdened and substandard)	Page	57 - 60
c.	Elderly Households Converting to Rentership (applicable only to elderly).	Page	57 - 60
d.	Deduction of Supply of "Comparable Units".	Page	57 - 60
e.	Capture Rates for Each Bedroom Type.	Page	60

G. Supply Analysis

a.	Comparative chart of subject amenities and competing properties.	Page	43, 45
b.	Supply & analysis of competing developments under construction & pending.	Page	49
c.	Comparison of competing developments (occupancy, unit mix and rents).	Page	41, 46
d.	Rent Comparable Map (showing subject and comparables).	Page	40
e.	Assisted Projects in PMA *. Multi-Family Building Permits issued in PMA in last two years. <i>The most recent building permit data is provided for Coweta County. As with unemployment data, building permits are only available for counties and municipalities. Given that the PMA includes all or portions of several permit issuing entities, it would be impossible to determine which of these permits are located in the PMA. The primary market area's activity is considered comparable to county activity.</i>	Page	46
f.		Page	28

* PHA properties are not considered comparable with LIHTC units.

H. Interviews

Names, Title, and Telephone # of Individuals Interviewed. *Data obtained through interviews is used throughout the report including in the upcoming competition sections and the rental summary. Many of the interviews with planning personnel occur in person; therefore a phone number is not available. Data obtained through interviews with property managers is presented in the rental analysis section and the profile sheets at the end of the report.*

Page Various

I. Conclusions and Recommendations

- a. Conclusion as to Impact of Subject on PMA.
- b. Recommendation as to Subject's Viability in PMA.

Page 63

Page 60, 63

J. Signed Statement

- a. Signed Statement from Analyst.

Page 66

K. Comparison of Competing Properties

Page

- a. Provided under separate cover.

Appendix 5 Community Photos and Profiles

Chestnut Lane

Multifamily Community Profile

82 Berry Ave
Newnan, GA

CommunityType: LIHTC - General

Structure Type: Garden

50 Units 0.0% Vacant (0 units vacant) as of 6/14/2006

Opened in 1978



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt		
Eff	--	--	--	--	Clubhouse: <input type="checkbox"/>	Pool-Outdr: <input type="checkbox"/>
One	36.0%	\$393	850	\$0.46	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input type="checkbox"/>	Tennis: <input type="checkbox"/>
Two	64.0%	\$433	1,100	\$0.39	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
					Playground: <input checked="" type="checkbox"/>	
Features						
Standard: In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; Storage (In Unit)						
Select Units: --						
Optional(\$): --						
Security: --						
Parking 1: Free Surface Parking				Parking 2: --		
Fee: --				Fee: --		
Property Manager: --						
Owner: --						

Comments

Accepts Section 8 vouchers

Floorplans (Published Rents as of 6/14/2006) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	18	\$388	850	\$0.46	LIHTC	6/14/06	0.0%	\$393	\$433	--
Garden	--	2	1.5	32	\$427	1,100	\$0.39	LIHTC					
Adjustments to Rent									Incentives:				
									None				
									Utilities in Rent: Heat Fuel: Electric				
									Heat: <input type="checkbox"/> Cooking: <input type="checkbox"/> Wtr/Swr: <input type="checkbox"/>				
									Hot Water: <input type="checkbox"/> Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>				

Chestnut Lane

GA077-009053

© 2006 Real Property Research Group, Inc.

(1) Effective Rent is Published Rent, net of utilities and concessions. (2) Published Rent is rent as quoted by management.

Columbia Woods TH

Multifamily Community Profile

166 Oregon Trail
Newnan, GA

CommunityType: LIHTC - General

Structure Type: Townhouse

118 Units 1.7% Vacant (2 units vacant) as of 7/11/2006

Opened in 2001



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse: <input checked="" type="checkbox"/>	Pool-Outdr: <input type="checkbox"/>
Eff	--	--	--	--	Comm Rm: <input checked="" type="checkbox"/>	Basketball: <input type="checkbox"/>
One	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input type="checkbox"/>
One/Den	--	--	--	--	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two	80.5%	\$704	1,244	\$0.57	Fitness: <input checked="" type="checkbox"/>	CarWash: <input type="checkbox"/>
Two/Den	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Three	19.5%	\$819	1,492	\$0.55	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
Four+	--	--	--	--	Playground: <input checked="" type="checkbox"/>	
Features						
Standard: Dishwasher; Disposal; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony						
Select Units: --						
Optional(\$): --						
Security: --						
Parking 1: Free Surface Parking				Parking 2: --		
Fee: --				Fee: --		
Property Manager: --						
Owner: --						

Comments

Floorplans (Published Rents as of 7/11/2006) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Townhouse	--	2	2.5	2	\$650	1,244	\$0.52	LIHTC/ 50%	7/11/06	1.7%	--	\$704	\$819
Townhouse	--	2	2.5	93	\$699	1,244	\$0.56	LIHTC/ 60%					
Townhouse	--	3	2	1	\$750	1,492	\$0.50	LIHTC/ 50%					
Townhouse	--	3	2	22	\$815	1,492	\$0.55	LIHTC/ 60%					
									Adjustments to Rent				
									Incentives: None				
									Utilities in Rent: Heat Fuel: Electric				
									Heat: <input type="checkbox"/> Cooking: <input type="checkbox"/> Wtr/Swr: <input type="checkbox"/>				
									Hot Water: <input type="checkbox"/> Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>				

Columbia Woods TH

GA077-009131

© 2006 Real Property Research Group, Inc.

(1) Effective Rent is Published Rent, net of utilities and concessions. (2) Published Rent is rent as quoted by management.

Foxworth Forest

Multifamily Community Profile

17 Forest Circle
Newnan, GA

CommunityType: LIHTC - General

Structure Type: Garden/TH

72 Units 2.8% Vacant (2 units vacant) as of 6/13/2006

Opened in 1993



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input type="checkbox"/>	<input checked="" type="checkbox"/>
One	22.2%	\$600	745	\$0.81	Comm Rm:	Basketball:
One/Den	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
Two	55.6%	\$701	1,005	\$0.70	Centrl Lndry:	Tennis:
Two/Den	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Three	22.2%	\$802	1,192	\$0.67	Elevator:	Volleyball:
Four+	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
					Fitness:	CarWash:
					<input type="checkbox"/>	<input type="checkbox"/>
					Hot Tub:	BusinessCtr:
					<input type="checkbox"/>	<input type="checkbox"/>
					Sauna:	ComputerCtr:
					<input type="checkbox"/>	<input type="checkbox"/>
					Playground:	<input checked="" type="checkbox"/>

Features

Standard: Dishwasher; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; Carpet

Select Units: HighCeilings

Optional(\$): --

Security: --

Parking 1: Free Surface Parking
Fee: --

Parking 2: --
Fee: --

Property Manager: --
Owner: --

Comments

Floorplans (Published Rents as of 6/13/2006) (2)

Historic Vacancy & Eff. Rent (1)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	16	\$595	745	\$0.80	LIHTC/ 60%	6/13/06	2.8%	\$600	\$701	\$802
Garden	--	2	2	40	\$695	1,005	\$0.69	LIHTC/ 60%	1/13/06	5.6%	\$600	\$631	\$802
Townhouse	--	3	2	16	\$795	1,192	\$0.67	LIHTC/ 60%					

Adjustments to Rent

Incentives:

None

Utilities in Rent: Heat Fuel: Electric

Heat: ☐ Cooking: ☐ Wtr/Swr: ☐
Hot Water: ☐ Electricity: ☐ Trash: ☒

Foxworth Forest

GA077-008636

© 2006 Real Property Research Group, Inc.

(1) Effective Rent is Published Rent, net of utilities and concessions. (2) Published Rent is rent as quoted by management.

Lakemont at Avery Park

Multifamily Community Profile

68 Lakemont Dr
Newnan, GA

CommunityType: Market Rate - General

Structure Type: Townhouse

70 Units 0.0% Vacant (0 units vacant) as of 6/13/2006

Opened in 2000



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse: <input type="checkbox"/>	Pool-Outdr: <input type="checkbox"/>
Eff	--	--	--	--	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One	--	--	--	--	Centrl Lndry: <input type="checkbox"/>	Tennis: <input type="checkbox"/>
One/Den	--	--	--	--	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two	--	--	--	--	Fitness: <input type="checkbox"/>	CarWash: <input type="checkbox"/>
Two/Den	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Three	--	\$1,000	1,620	\$0.62	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
Four+	--	--	--	--	Playground: <input type="checkbox"/>	
Features						
Standard: In Unit Laundry (Hook-ups); Gas Fireplace; Patio/Balcony						
Select Units: --						
Optional(\$): --						
Security: Unit Alarms						
Parking 1: Attached Garage				Parking 2: Free Surface Parking		
Fee: --				Fee: --		
Property Manager: --						
Owner: --						

Comments

Cable included

Floorplans (Published Rents as of 6/13/2006) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
End / Single story	--	3	2	--	\$1,050	1,620	\$0.65	--	6/13/06	0.0%	--	--	\$1,000
Middle / Single story	--	3	2	--	\$950	1,620	\$0.59	--	1/23/06	0.0%	--	--	\$1,000
									Adjustments to Rent				
									Incentives:				
									None				
									Utilities in Rent: Heat Fuel: Electric				
									Heat: <input type="checkbox"/> Cooking: <input type="checkbox"/> Wtr/Swr: <input checked="" type="checkbox"/>				
									Hot Water: <input type="checkbox"/> Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>				

Lakemont at Avery Park

GA077-008664

© 2006 Real Property Research Group, Inc.

(1) Effective Rent is Published Rent, net of utilities and concessions. (2) Published Rent is rent as quoted by management.

Lakeside at White Oak

Multifamily Community Profile

10 Lakeside Way
Newnan, GA

CommunityType: Market Rate - General

Structure Type: Garden/TH

561 Units 1.4% Vacant (8 units vacant) as of 6/8/2006

Opened in 1989



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse: <input checked="" type="checkbox"/>	Pool-Outdr: <input checked="" type="checkbox"/>
Eff	--	--	--	--	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One	--	\$644	939	\$0.69	Centrl Lndry: <input type="checkbox"/>	Tennis: <input checked="" type="checkbox"/>
One/Den	--	--	--	--	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two	--	\$735	1,139	\$0.65	Fitness: <input checked="" type="checkbox"/>	CarWash: <input checked="" type="checkbox"/>
Two/Den	--	--	--	--	Hot Tub: <input checked="" type="checkbox"/>	BusinessCtr: <input checked="" type="checkbox"/>
Three	--	\$996	1,578	\$0.63	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
Four+	--	\$1,187	1,820	\$0.65	Playground: <input checked="" type="checkbox"/>	
Features						
Standard: Dishwasher; Microwave; Ceiling Fan; In Unit Laundry (Full Size); Central A/C; Gas Fireplace; Patio/Balcony						
Select Units: HighCeilings						
Optional(\$): --						
Security: Unit Alarms; Gated Entry						
Parking 1: Attached Garage				Parking 2: Detached Garage		
Fee: --				Fee: --		
Property Manager: --						
Owner: --						

Comments

Garden tubs select units

Floorplans (Published Rents as of 6/8/2006) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	--	\$707	928	\$0.76	--	6/8/06	1.4%	\$644	\$735	\$996
Garden	--	1	1	--	\$669	950	\$0.70	--	1/12/06	6.1%	\$564	\$604	\$906
Garden	--	2	2	--	\$854	1,128	\$0.76	--					
Garden	--	2	2	--	\$754	1,150	\$0.66	--					
Garden	--	3	2	--	\$914	1,330	\$0.69	--					
Garden	--	3	2	--	\$934	1,380	\$0.68	--					
Townhouse	Garage	3	2.5	--	\$1,200	1,700	\$0.71	--					
Townhouse	--	3	2.5	--	\$1,250	1,900	\$0.66	--					
Townhouse	Garage	4	2.5	--	\$1,300	1,820	\$0.71	--					
									Adjustments to Rent				
									Incentives:				
									Reduced rents on all floor plans				
									Utilities in Rent: Heat Fuel: Natural Gas				
									Heat: <input type="checkbox"/> Cooking: <input type="checkbox"/> Wtr/Swr: <input type="checkbox"/> Hot Water: <input type="checkbox"/> Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>				

Lakeside at White Oak

GA077-008627

© 2006 Real Property Research Group, Inc.

(1) Effective Rent is Published Rent, net of utilities and concessions. (2) Published Rent is rent as quoted by management.

Lullwater at Calumet

Multifamily Community Profile

500 Lullwater Circle
Newnan, GA

CommunityType: Market Rate - General

Structure Type: Garden

240 Units 1.3% Vacant (3 units vacant) as of 6/8/2006

Opened in 1999



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse: <input checked="" type="checkbox"/>	Pool-Outdr: <input checked="" type="checkbox"/>
Eff	--	--	--	--	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One	--	\$701	912	\$0.77	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input checked="" type="checkbox"/>
One/Den	--	--	--	--	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two	--	\$810	1,271	\$0.64	Fitness: <input checked="" type="checkbox"/>	CarWash: <input type="checkbox"/>
Two/Den	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Three	--	\$921	1,439	\$0.64	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
Four+	--	--	--	--	Playground: <input checked="" type="checkbox"/>	
Features						
Standard: Dishwasher; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; HighCeilings; Carpet / Vinyl/Linoleum						
Select Units: --						
Optional(\$): --						
Security: --						
Parking 1: Detached Garage				Parking 2: Free Surface Parking		
Fee: --				Fee: --		
Property Manager: --						
Owner: --						

Comments

Floorplans (Published Rents as of 6/8/2006) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
	--	1	1	--	\$689	815	\$0.85	--	6/8/06	1.3%	\$701	\$810	\$921
	--	1	1	--	\$719	940	\$0.76	--	1/12/06	0.4%	\$681	\$780	\$901
	Sunroom	1	1	--	\$769	981	\$0.78	--					
	--	2	2	--	\$819	1,246	\$0.66	--					
	--	2	2	--	\$919	1,296	\$0.71	--					
	--	3	2	--	\$899	1,419	\$0.63	--					
	--	3	2	--	\$929	1,459	\$0.64	--					
									Adjustments to Rent				
									Incentives:				
									Reduced rents available on all 1BR and				
									Utilities in Rent: Heat Fuel: Electric				
									Heat: <input type="checkbox"/> Cooking: <input type="checkbox"/> Wtr/Swr: <input type="checkbox"/>				
									Hot Water: <input type="checkbox"/> Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>				

Lullwater at Calumet

GA077-008628

© 2006 Real Property Research Group, Inc.

(1) Effective Rent is Published Rent, net of utilities and concessions. (2) Published Rent is rent as quoted by management.

Newnan Crossing

Multifamily Community Profile

151 Parkway North
Newnan, GA

CommunityType: LIHTC - General

Structure Type: Garden

192 Units 25.0% Vacant (48 units vacant) as of 6/8/2006

Opened in 2004



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse: <input checked="" type="checkbox"/>	Pool-Outdr: <input checked="" type="checkbox"/>
Eff	--	--	--	--	Comm Rm: <input checked="" type="checkbox"/>	Basketball: <input type="checkbox"/>
One	22.9%	\$579	822	\$0.70	Centrl Lndry: <input type="checkbox"/>	Tennis: <input type="checkbox"/>
One/Den	--	--	--	--	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two	43.8%	\$720	1,086	\$0.66	Fitness: <input checked="" type="checkbox"/>	CarWash: <input checked="" type="checkbox"/>
Two/Den	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input checked="" type="checkbox"/>
Three	20.8%	\$826	1,209	\$0.68	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
Four+	12.5%	\$925	1,460	\$0.63	Playground: <input checked="" type="checkbox"/>	
Features						
Standard: Dishwasher; Disposal; Ceiling Fan; Central A/C; Patio/Balcony; Carpet						
Select Units: --						
Optional(\$): In Unit Laundry ()						
Security: Gated Entry						
Parking 1: Free Surface Parking				Parking 2: --		
Fee: --				Fee: --		
Property Manager: Concord Developme						
Owner: --						

Comments

Half market rate half tax credit

35 vacant market rate, 13 vacant tax credit units

Floorplans (Published Rents as of 6/8/2006) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
--	--	1	1	22	\$599	822	\$0.73	LIHTC/ 60%	6/8/06	25.0%	\$579	\$720	\$826
--	--	1	1	22	\$659	822	\$0.80	Market	1/20/06	15.6%	\$604	\$735	\$856
--	--	2	2	42	\$729	1,086	\$0.67	LIHTC/ 60%	1/12/06	19.8%	--	--	--
--	--	2	2	42	\$759	1,086	\$0.70	Market					
--	--	3	2	20	\$849	1,209	\$0.70	LIHTC/ 60%					
--	--	3	2	20	\$859	1,209	\$0.71	Market					
--	--	4	3	12	\$991	1,460	\$0.68	LIHTC/ 60%					
--	--	4	3	12	\$999	1,460	\$0.68	Market					
									Adjustments to Rent				
									Incentives:				
									Reduced rents on all floorplans				
									Utilities in Rent: Heat Fuel: Electric				
									Heat: <input type="checkbox"/> Cooking: <input type="checkbox"/> Wtr/Swr: <input type="checkbox"/>				
									Hot Water: <input type="checkbox"/> Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>				

Newnan Crossing

GA077-008629

© 2006 Real Property Research Group, Inc.

(1) Effective Rent is Published Rent, net of utilities and concessions. (2) Published Rent is rent as quoted by management.

Newnan Lofts

Multifamily Community Profile

110 Field Street
Newnan, GA

CommunityType: Market Rate - General

Structure Type: Garden

145 Units 2.8% Vacant (4 units vacant) as of 6/8/2006

Last Major Rehab in 2000 Opened in 1880



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse: <input checked="" type="checkbox"/>	Pool-Outdr: <input checked="" type="checkbox"/>
Eff	--	--	--	--	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One	--	\$743	890	\$0.83	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input type="checkbox"/>
One/Den	--	--	--	--	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two	--	\$994	1,350	\$0.74	Fitness: <input checked="" type="checkbox"/>	CarWash: <input type="checkbox"/>
Two/Den	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Three	--	\$1,207	1,700	\$0.71	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
Four+	--	--	--	--	Playground: <input type="checkbox"/>	
Features						
Standard: Dishwasher; Disposal; In Unit Laundry (Hook-ups); Central A/C; HighCeilings; Carpet / Hardwood						
Select Units: Ceiling Fan; Patio/Balcony						
Optional(\$): --						
Security: Fence; Keyed Bldg Entry						
Parking 1: Free Surface Parking				Parking 2: --		
Fee: --				Fee: --		
Property Manager: --						
Owner: --						

Comments

Unique property. Originally built in 1880's - converted to apartments in 2000. In historic downtown.

Actually have over 30 different floorplans b/c each unit is unique. Have been lumped into like categories.

Picnic area and dog walk. \$10 fee for trash pick-up.

Floorplans (Published Rents as of 6/8/2006) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	Studio	--	1	--	\$575	630	\$0.91	Market	6/8/06	2.8%	\$743	\$994	\$1,207
Garden	--	1	1	--	\$738	890	\$0.83	Market					
Garden	--	2	2	--	\$988	1,350	\$0.73	Market					
Garden	--	3	2	--	\$1,200	1,700	\$0.71	Market					
									Adjustments to Rent				
									Incentives: None.				
									Utilities in Rent: Heat Fuel: Electric				
									Heat: <input type="checkbox"/> Cooking: <input type="checkbox"/> Wtr/Swr: <input type="checkbox"/>				
									Hot Water: <input type="checkbox"/> Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>				

Newnan Lofts

GA077-009037

© 2006 Real Property Research Group, Inc.

(1) Effective Rent is Published Rent, net of utilities and concessions. (2) Published Rent is rent as quoted by management.

Park Manor

Multifamily Community Profile

22 Forest Circle
Newnan, GA

CommunityType: Market Rate - General

Structure Type: Garden

114 Units 4.4% Vacant (5 units vacant) as of 6/13/2006

Opened in 2000



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse: <input checked="" type="checkbox"/>	Pool-Outdr: <input checked="" type="checkbox"/>
Eff	--	--	--	--	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One	15.8%	\$715	878	\$0.81	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input type="checkbox"/>
One/Den	--	--	--	--	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two	61.4%	\$801	1,130	\$0.71	Fitness: <input checked="" type="checkbox"/>	CarWash: <input type="checkbox"/>
Two/Den	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Three	22.8%	\$836	1,329	\$0.63	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
Four+	--	--	--	--	Playground: <input type="checkbox"/>	
Features						
Standard: Dishwasher; Disposal; Microwave; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; HighCeilings; Storage (In Unit); Carpet						
Select Units: --						
Optional(\$): --						
Security: --						
Parking 1: Detached Garage Fee: \$50				Parking 2: Free Surface Parking Fee: --		
Property Manager: Signature Manageme Owner: --						

Comments

New management 1/1/06

Floorplans (Published Rents as of 6/13/2006) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	18	\$710	878	\$0.81	--	6/13/06	4.4%	\$715	\$801	\$836
Garden	--	2	2	70	\$795	1,130	\$0.70	--	1/12/06	27.2%	\$700	\$656	\$740
Garden	--	3	2	26	\$915	1,329	\$0.69	--					
									Adjustments to Rent				
									Incentives: \$86 off per month for 3BR				
									Utilities in Rent: Heat Fuel: Electric				
									Heat: <input type="checkbox"/> Cooking: <input type="checkbox"/> Wtr/Swr: <input type="checkbox"/>				
									Hot Water: <input type="checkbox"/> Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>				

Park Manor

GA077-008626

© 2006 Real Property Research Group, Inc.

(1) Effective Rent is Published Rent, net of utilities and concessions. (2) Published Rent is rent as quoted by management.

Pearl Springs

Multifamily Community Profile

66 Jefferson Parkway
Newnan, GA

Community Type: Market Rate - General

Structure Type: Garden/TH

120 Units 8.3% Vacant (10 units vacant) as of 6/8/2006

Opened in 1982



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse: <input checked="" type="checkbox"/>	Pool-Outdr: <input checked="" type="checkbox"/>
Eff	--	--	--	--	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One	--	\$580	770	\$0.75	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input checked="" type="checkbox"/>
One/Den	--	--	--	--	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two	--	\$776	1,146	\$0.68	Fitness: <input checked="" type="checkbox"/>	CarWash: <input checked="" type="checkbox"/>
Two/Den	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Three	--	\$852	1,372	\$0.62	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
Four+	--	--	--	--	Playground: <input checked="" type="checkbox"/>	
Features						
Standard: Dishwasher; Disposal; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; HighCeilings; Carpet / Ceramic						
Select Units: Ceiling Fan						
Optional(\$): Fireplace ()						
Security: --						
Parking 1: Free Surface Parking				Parking 2: --		
Fee: --				Fee: --		
Property Manager: --						
Owner: --						

Comments

W/D rental \$25 /month.

Floorplans (Published Rents as of 6/8/2006) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	Sunroom	1	1	--	\$560	644	\$0.87	--	6/8/06	8.3%	\$580	\$776	\$852
Garden	Sunroom	1	1	--	\$590	896	\$0.66	--	1/23/06	12.5%	\$574	\$691	\$806
Garden	Sunroom	2	2	--	\$755	1,119	\$0.67	--					
Garden	Sunroom	2	2	--	\$785	1,173	\$0.67	--					
Townhouse	Sunroom	3	2.5	--	\$870	1,344	\$0.65	--					
Garden	Sunroom	3	2.5	--	\$820	1,400	\$0.59	--					
Adjustments to Rent													
Incentives:													
\$10 off select balcony units.													
Utilities in Rent:													
Heat Fuel: Natural Gas													
Heat: <input type="checkbox"/> Cooking: <input type="checkbox"/> Wtr/Swr: <input type="checkbox"/>													
Hot Water: <input type="checkbox"/> Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>													

Pearl Springs

GA077-008662

© 2006 Real Property Research Group, Inc.

(1) Effective Rent is Published Rent, net of utilities and concessions. (2) Published Rent is rent as quoted by management.

Preston Mill

Multifamily Community Profile

140 Jefferson Parkway
Newnan, GA

CommunityType: Market Rate - General

Structure Type: Garden

228 Units 3.9% Vacant (9 units vacant) as of 6/13/2006

Opened in 1999



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt		
Eff	--	--	--	--	Clubhouse: <input type="checkbox"/>	Pool-Outdr: <input checked="" type="checkbox"/>
One	21.1%	\$690	915	\$0.75	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input checked="" type="checkbox"/>
Two	64.9%	\$778	1,233	\$0.63	Elevator: <input type="checkbox"/>	Volleyball: <input checked="" type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input checked="" type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	14.0%	\$947	1,410	\$0.67	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input checked="" type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
					Playground: <input checked="" type="checkbox"/>	
Features						
Standard: Microwave; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; HighCeilings; Storage (In Unit); Carpet						
Select Units: --						
Optional(\$): --						
Security: Unit Alarms; Gated Entry						
Parking 1: Free Surface Parking				Parking 2: Detached Garage		
Fee: --				Fee: \$75		
Property Manager: --						
Owner: --						

Comments

Gardening

Floorplans (Published Rents as of 6/13/2006) (2)

Historic Vacancy & Eff. Rent (1)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	48	\$745	915	\$0.81	--	6/13/06	3.9%	\$690	\$778	\$947
Garden	--	2	2	112	\$875	1,228	\$0.71	--	1/12/06	1.8%	\$635	\$757	\$917
Roommate plan / Garden	--	2	2	36	\$910	1,250	\$0.73	--					
Garden	--	3	2	32	\$1,050	1,410	\$0.74	--					
									Adjustments to Rent				
									Incentives:				
									Reduced rents				
									Utilities in Rent: Heat Fuel: Electric				
									Heat: <input type="checkbox"/> Cooking: <input type="checkbox"/> Wtr/Swr: <input type="checkbox"/>				
									Hot Water: <input type="checkbox"/> Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>				

Preston Mill

GA077-008635

© 2006 Real Property Research Group, Inc.

(1) Effective Rent is Published Rent, net of utilities and concessions. (2) Published Rent is rent as quoted by management.

(1) *Effective Rent* is *Published Rent*, net of utilities and concessions. (2) *Published Rent* is rent as quoted by management.

Summit Point

Multifamily Community Profile

257 E. Broad Street

CommunityType: Market Rate - General

Structure Type: Garden

136 Units 7.4% Vacant (10 units vacant) as of 6/8/2006

Opened in 2003



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt		
Eff	--	--	--	--	Clubhouse: <input type="checkbox"/>	Pool-Outdr: <input checked="" type="checkbox"/>
One	36.8%	\$505	700	\$0.72	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input type="checkbox"/>
Two	55.9%	\$624	1,005	\$0.62	Elevator: <input type="checkbox"/>	Volleyball: <input checked="" type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input checked="" type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	7.4%	\$717	1,150	\$0.62	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
					Playground: <input checked="" type="checkbox"/>	
Features						
Standard: Dishwasher; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; Carpet / Vinyl/Linoleum						
Select Units: Storage						
Optional(\$): --						
Security: Cameras						
Parking 1: Free Surface Parking				Parking 2: --		
Fee: --				Fee: --		
Property Manager: --						
Owner: --						

Comments

Courtesy Officer on-site.

Floorplans (Published Rents as of 6/8/2006) (2)

Historic Vacancy & Eff. Rent (1)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	50	\$500	700	\$0.71	Market	6/8/06	7.4%	\$505	\$624	\$717
Garden	--	2	2	38	\$625	1,050	\$0.60	Market					
Garden	--	2	2	38	\$610	960	\$0.64	Market					
Garden	--	3	2	10	\$710	1,150	\$0.62	Market					
									Adjustments to Rent				
									Incentives:				
									None.				
									Utilities in Rent: Heat Fuel: Electric				
									Heat: <input type="checkbox"/> Cooking: <input type="checkbox"/> Wtr/Swr: <input type="checkbox"/>				
									Hot Water: <input type="checkbox"/> Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>				

Summit Point

GA077-009036

© 2006 Real Property Research Group, Inc.

(1) Effective Rent is Published Rent, net of utilities and concessions. (2) Published Rent is rent as quoted by management.

Villas at Newnan Crossing

Multifamily Community Profile

1200 Newnan Crossing Blvd
Newnan, GA

CommunityType: Market Rate - General

Structure Type: Garden

258 Units 3.5% Vacant (9 units vacant) as of 6/8/2006

Opened in 2004



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse: <input checked="" type="checkbox"/>	Pool-Outdr: <input checked="" type="checkbox"/>
Eff	--	--	--	--	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One	34.9%	\$722	842	\$0.86	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input checked="" type="checkbox"/>
One/Den	--	--	--	--	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two	57.0%	\$846	1,195	\$0.71	Fitness: <input checked="" type="checkbox"/>	CarWash: <input checked="" type="checkbox"/>
Two/Den	7.4%	\$956	1,479	\$0.65	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input checked="" type="checkbox"/>
Three	10.5%	\$1,021	1,497	\$0.68	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
Four+	--	--	--	--	Playground: <input checked="" type="checkbox"/>	
Features						
Standard: Dishwasher; Disposal; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; HighCeilings; Carpet / Vinyl/Linoleum						
Select Units: --						
Optional(\$): --						
Security: Unit Alarms; Gated Entry						
Parking 1: Attached Garage Fee: \$100				Parking 2: Detached Garage Fee: \$105		
Property Manager: -- Owner: --						

Comments

Opened 3/04, leased up in 10 months

Garden tubs in select units

Floorplans (Published Rents as of 6/8/2006) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
--		1	1	18	\$654	691	\$0.95	--	6/8/06	3.5%	\$722	\$860	\$1,021
Garage		1	1	12	\$825	880	\$0.94	--	1/12/06	5.0%	\$650	\$840	\$930
--		1	1	60	\$714	880	\$0.81	--					
Garage		2	2	6	\$919	1,177	\$0.78	--					
--		2	2	106	\$814	1,177	\$0.69	--					
Garage		2	2	10	\$1,019	1,320	\$0.77	--					
--		2	2	6	\$919	1,320	\$0.70	--					
Den		2	2	19	\$950	1,479	\$0.64	--					
Garage		3	2	6	\$1,070	1,479	\$0.72	--					
--		3	2	15	\$970	1,479	\$0.66	--					
--		3	2	6	\$1,070	1,561	\$0.69	--	Adjustments to Rent				
									Incentives:				
									None.				
									Utilities in Rent:				
									Heat Fuel: Electric				
									Heat: <input type="checkbox"/> Cooking: <input type="checkbox"/> Wtr/Swr: <input type="checkbox"/>				
									Hot Water: <input type="checkbox"/> Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>				

Villas at Newnan Crossing

GA077-008625

© 2006 Real Property Research Group, Inc.

(1) Effective Rent is Published Rent, net of utilities and concessions. (2) Published Rent is rent as quoted by management.